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THE AMERICAN ELEVATOR AND GRAIN TRADE

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PUBLISHED BY Mitchell Brothers Publishing Co. | A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS. | One Dollar Per Annum SINGLE COPIES, 15 CENTS

VOL. XLIV | 431 South Dearborn Street, Chicago, Ill., March 15, 1926 | NO. 9

Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

McKENNA & DICKEY
GRAIN
60 Board of Trade
CHICAGO

GRAIN DRIERS
FEED MIXERS
FEEDERS
STEAM COILS
COOKERS
MOLASSES HEATERS
SPECIAL DRY-

ELLIS DRIER CHICAGO

ROTARY DRIERS
TRUCK DRIERS
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STEAM TRAPS
OAT BLEACHERS
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WILLEY ELLIS COMPANY
Successors to
THE ELLIS DRIER COMPANY
1201-1229 So. Talman Avenue CHICAGO, U. S. A.

WHY-A-LEAK —STOP IT—
BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection?

THE KENNEDY CAR LINER & BAG COMPANY
SHELBYVILLE, IND.
Canadian Factory at Woodstock, Ontario

GRAIN ELEVATOR FOR SALE

With Storage Tanks
Warehouse and Feed Plant.
In Chicago Switching District
Ground area 200 ft. by 217.8 ft.

The entire properties can be profitably operated as a combination elevator and feed plant or as separate units.
Immediate Possession
S. T. EDWARDS & CO.
Feed System Engineers
110 S. Dearborn St. Chicago

"THE CLIMAX"
SCOOP TRUCK

CAPACITY { 200 Lbs. Coal / 2½ Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.
Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter.
It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.
Hundreds have tried it and will certify to the truth of these statements.
Why not order now and let the Scoop-Truck be giving itself to you?

Patented July 30, 1907

PRICE: $15.00 F. O. B. cars at factory
Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

J. C. BLAYLOCK, President
H. S. KNAPP, Sec'y and Treas.

LAKE VIEW IRON WORKS

1226-1236 School Street

Fabricators of all Classes of Steel and Iron

We specialize in steel for grain elevator construction work.

Marine Towers—Hoppers—Stairs, Etc.

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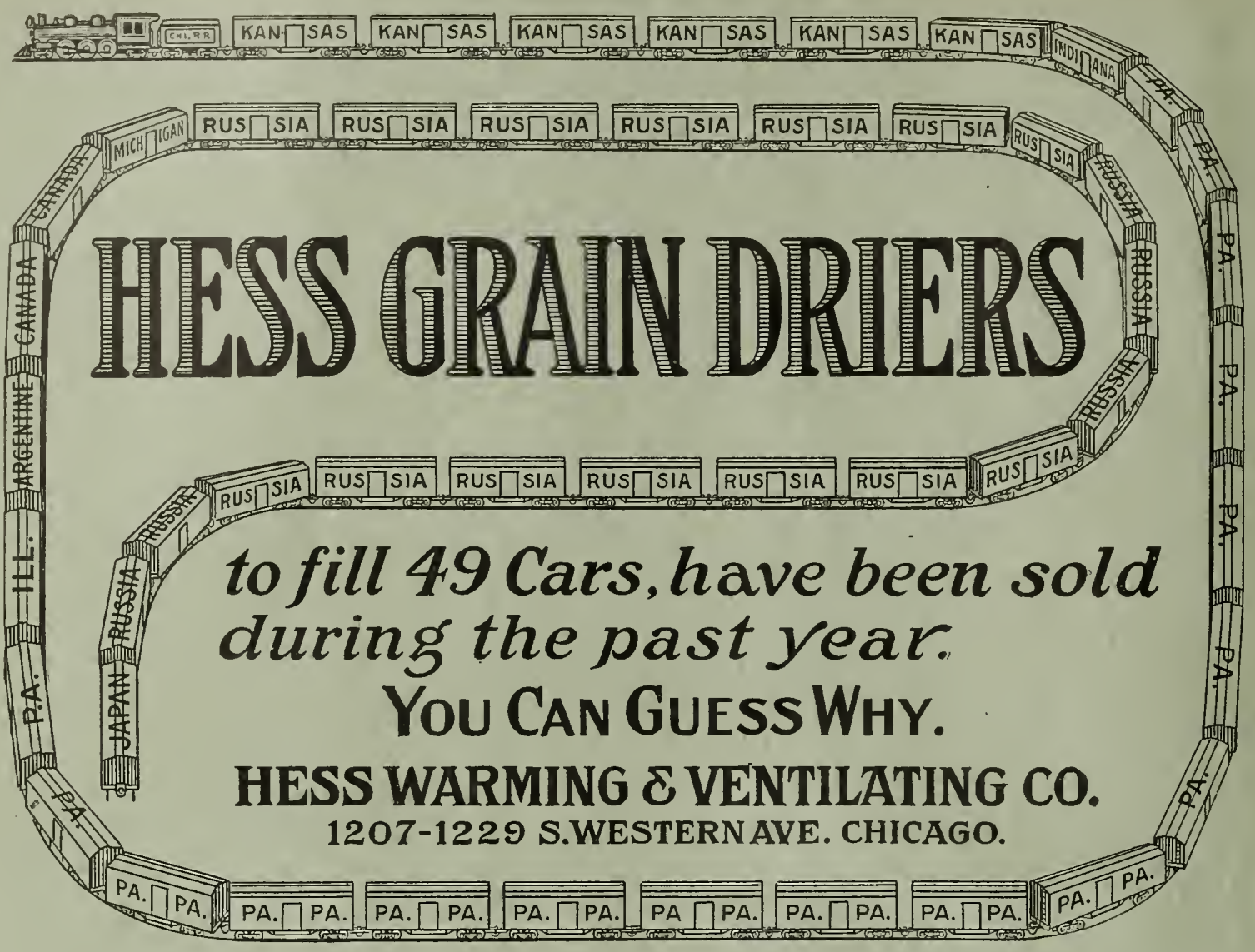
GOHEEN Paint Engineers

Galvanum Paint is the only paint that can be applied directly to galvanized iron without acid wash, weathering or priming coats. It stands up under any conditions of service from 7 to 15 years, preventing all rusting and corrosion. Wide choice of colors.
Other Goheen Paint Engineering specialized coatings are; *Carbonizing Coating* inhibitive as well as protective for iron and steel; *Highway Red*, a chemically combined Red Lead Paint for iron and steel; *Thermokote*, a heat-resisting paint; *Mill White*, an Interior White for Wood, Steel, Concrete, Brick and Plaster; *Concrewaltum* for concrete surfaces; *Old Honesty* for interior and exterior wood. And many others expertly designed for specific uses.
Write for detailed information.

GOHEEN CORPORATION OF NEW JERSEY
PAINT ENGINEERS SINCE 1888

GOHEEN CORPORATION of N. J. *Paint Engineers since 1888* **Newark, N. J.**



One of the belt conveyors in the new Murray Elevator at Kansas City, Mo., which is served by 2,000 feet of SUPER-SERVICE Rubber Belting.

The
Key to Successful Operation

Be sure that the engineer in charge has specified Super-Service belting if you want an economical, fast working elevator.

Super-Service Belts embody the skill of long experience in belt making and are the product of manufacturing facilities having a reputation for superiority of fifty-five years duration.

Super-Service Belts last longer, give greater satisfaction and are the best buy in grain elevator belting that can be secured.

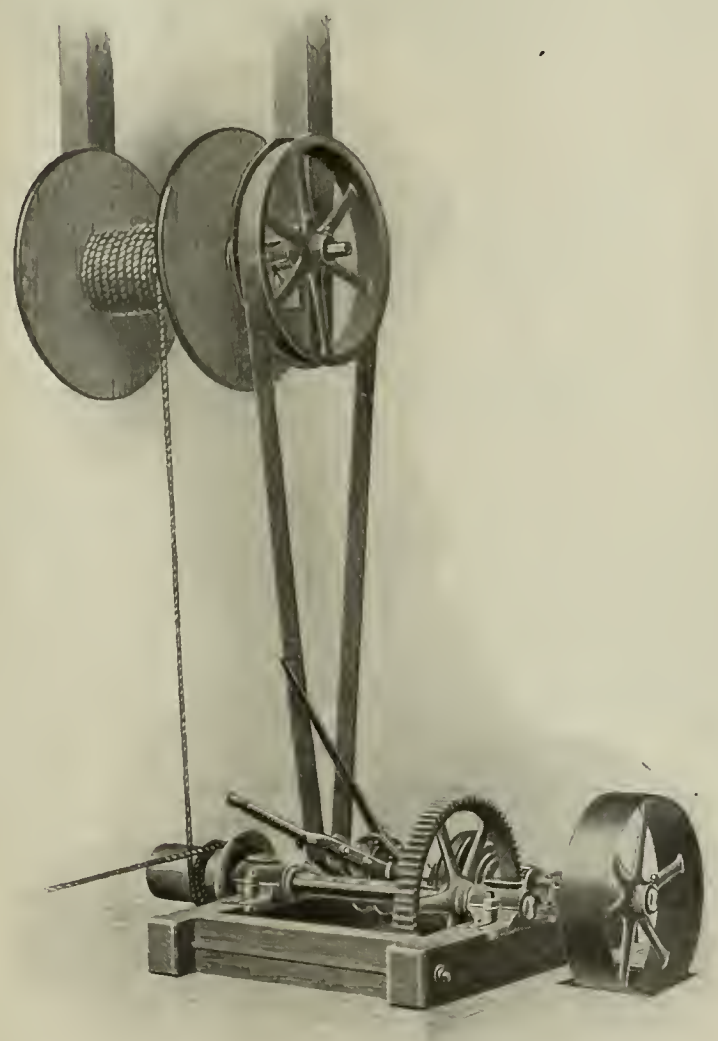
Hamilton Rubber Manufacturing Co.

Factories: TRENTON, N. J.

Branches: Chicago, New York, Philadelphia

Nordyke & Marmon Company

POWER CAR PULLER



For convenience in spotting empty cars and moving single or trains of loaded cars, the Nordyke & Marmon Company Spur Gear Car Puller, pictured above, will be found most useful and dependable.

It is built in three sizes ranging in capacity from one to twenty loaded cars on level track, and is supplied either with or without rope winding spool and attachments. Plain jaw or friction clutch release on drive shaft is optional.

NORDYKE & MARMON COMPANY
Established 1851

Indianapolis **Indiana**

AMERICA'S LEADING MILL BUILDERS

The Fairbanks Type "S" Grain Hopper Scale

The name FAIRBANKS *makes a difference*

Whose experience will go into the scale equipment you need? Who will back up the installation? Whose service can you depend upon? These are questions you can well ask, because it makes a difference *who* makes the equipment for the most vital phase of your elevator operation—weighing.

What the name Fairbanks means on the hundreds of thousands of scales that have been made during almost a century of scale building, it means also on the large Fairbanks Grain Hopper Scales. It means scale construction that has come to be the world standard. Standard because the scale is closely adapted to its duty—because it is the result of scale building experience which is practically unequaled—because its accuracy and dependability have been proved over and over again.

This hopper scale, which Fairbanks builds specifically for grain elevator use, is Fairbanks throughout—a *fine* scale, with improved type of registering beam, weight lifting devices and other features of fully modernized construction.

The Fairbanks Grain Hopper Scale is regularly put in, tested, inspected and approved in remarkably short time—without the usual delays attendant upon such installations. Let us send you complete details.

FAIRBANKS SCALES

Preferred the *World Over*

New York
Broome and Lafayette Sts.

Chicago
900 S. Wabash Ave.

And 40 other principal cities throughout the United States

1636

INDIANAPOLIS

Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

Movement of Grain and Hay During the Year 1925

	Receipts	Shipments
Corn	18,838,000 bushels	14,527,000 bushels
Oats	9,016,000 bushels	7,818,000 bushels
Wheat	4,527,000 bushels	2,141,000 bushels

The following Receivers and Shippers are members of Indianapolis Board of Trade

HAYWARD-RICH GRAIN COMPANY
COMMISSION AND BROKERAGE
414-415 Board of Trade Building

WM. R. EVANS, President GEO. H. EVANS, Sec.-Treas.
Midwest Elevator Company
Incorporated
BOARD OF TRADE

FOR SERVICE—EFFICIENCY—COURTESY SHIP TO
HART-MAIBUCHER CO.
Consignments and Sales to Arrive

The Cleveland Grain Co.
OPERATING FIVE TERMINAL ELEVATORS
Mighty Good Consignment Service
Ed. K. Shepperd, *Manager*

WALLACE-GOOD CO.
Grain, Stocks, Cotton
Operating the James E. Bennett & Co. Wire
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H. E. Kinney Grain Co.
COMMISSION—BROKERAGE

THE LEW HILL GRAIN COMPANY
G R A I N
COMMISSION, BROKERAGE Phone Main 3886

The Bingham Grain Company
Receivers and Shippers of
G R A I N

WELLER EQUIPMENT

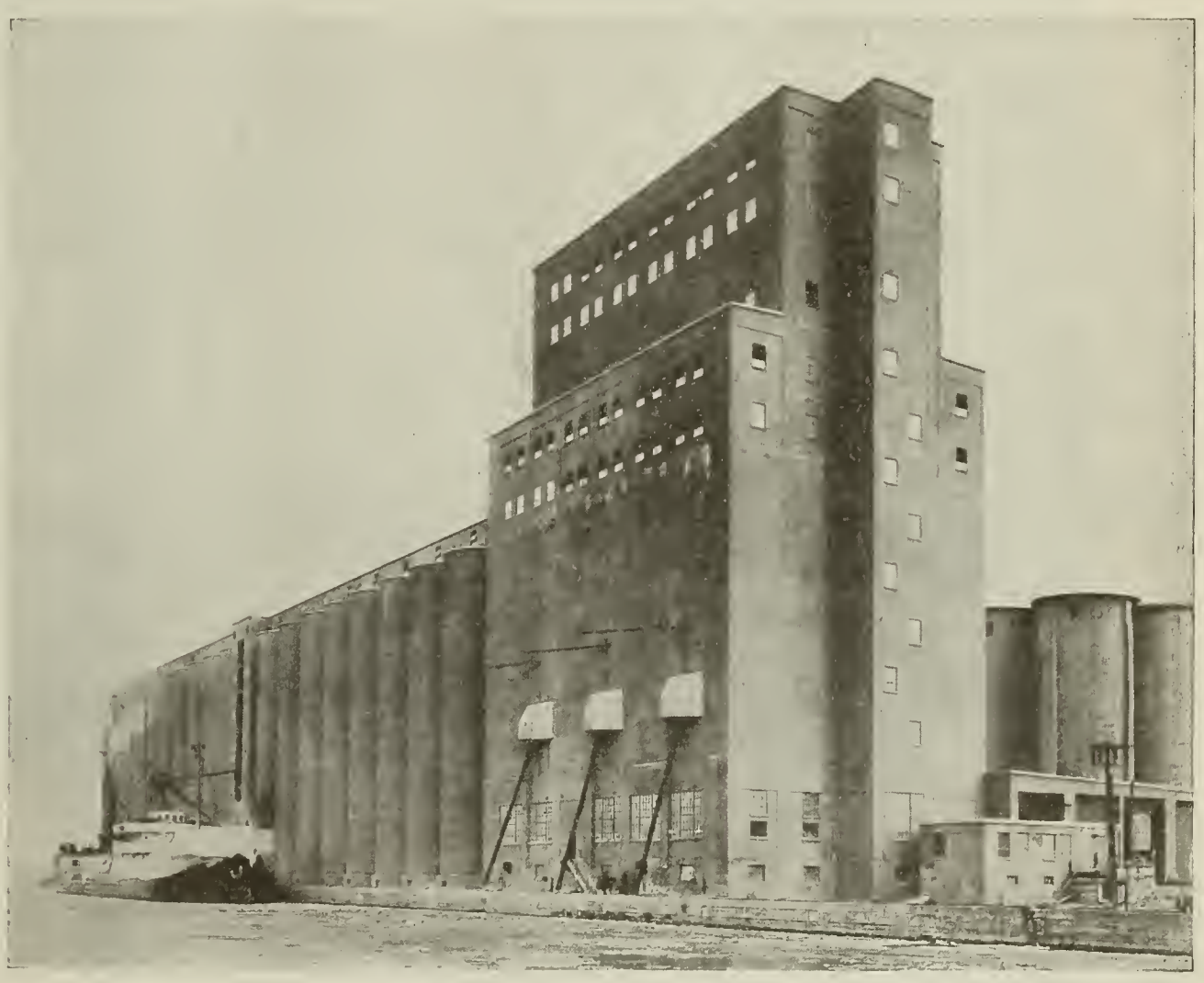
The Better Kind of Grain Handling Machinery

WELLER MADE CHICAGO

WE MAKE

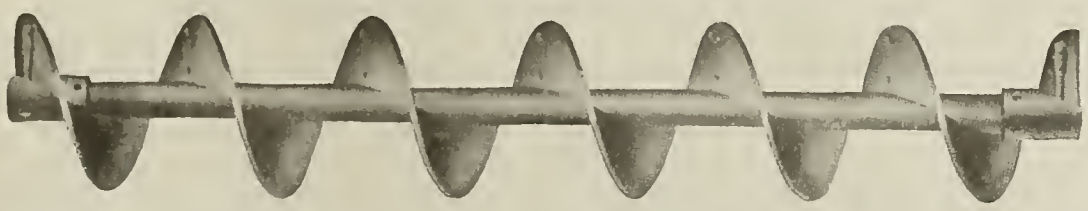
Apron Conveyors
Belt Conveyors
Drag Conveyors
Pan Conveyors
Mixing Conveyors
Spiral Conveyors
Trippers
Bucket Elevators
Elevator Buckets
Elevator Boots
Elevator Casing
Elevator Heads
Sack Elevators
Barrel Elevators
Elevator Spouts
Loading Spouts
Dock Spouts
Chain
Sprockets
Grain Cleaners
Truck Dumps
Wagon Dumps
Truck Hoppers
Power Shovels
Car Pullers
Rope Drives
Gears

Power Transmitting Machinery



Weller made products are sold on the basis of quality. Installed in your elevator they will help you to operate at full capacity at the lowest cost for upkeep. Frequent shutdowns and waiting for repairs dissipate your profits.

WELLER SPIRAL CONVEYORS



Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True. Interchangeable with All Standard Makes.

We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned Spiral and Ribbon Conveyors

Send Us a List of Your Requirements We Will Quote Prices

WELLER

SUPER-CAPACITY ELEVATOR BUCKETS

Increase the capacity of your Elevator. Perfect discharge at low or high speed. Substantially constructed of heavy sheet steel, riveted at each corner and spot welded on the laps. Reinforced with extra thickness of steel on the back.

Descriptive Circular On Request.

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ST. LOUIS, MO.

Within a radius of 25 Miles—Center of Corn Production.
Within a radius of 250 Miles—Center of Oat Production.
Within a radius of 135 Miles—Center of Farm Area.
Within a radius of 100 Miles—Center of Farm Valuation.
Within 175 Miles—Center of Population, United States.

St. Louis One of the Greatest Primary Grain Markets in the United States

More than One Hundred Million Bushels of Grain Received Annually

Movement of Grain by Barge from St. Louis to New Orleans for Export a Factor in Grain Trade

St. Louis Leading Consignment Market in United States

GEO. C. MARTIN, JR. President — FRED C. HOOSE Vice-President — P. C. KNOWLTON Sec'y & Treas.

Martin & Knowlton Grain Co.

Successors to

GOFFE & CARKENER CO.

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Toberman Grain Company

GRAIN, HAY AND SEEDS

A long established house, energetic, enterprising and alert for your interests.

Let us handle your consignments

300 Merchants Exchange — ST. LOUIS, MO.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

GRAIN, HAY and GRASS SEEDS

Picker & Beardsley Com. Co.

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Write Us for Full Information on St. Louis Markets — ST. LOUIS — Consignments a Specialty

BUYERS OF TRACK GRAIN OF ALL KINDS AND MILL FEED

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Carefully Selected Milling Wheat and Corn Our Specialty

GRAIN

MARSHALL HALL GRAIN COMPANY

HANDLED ON COMMISSION
BOUGHT TO ARRIVE
SOLD FOR SHIPMENT
EXPORT

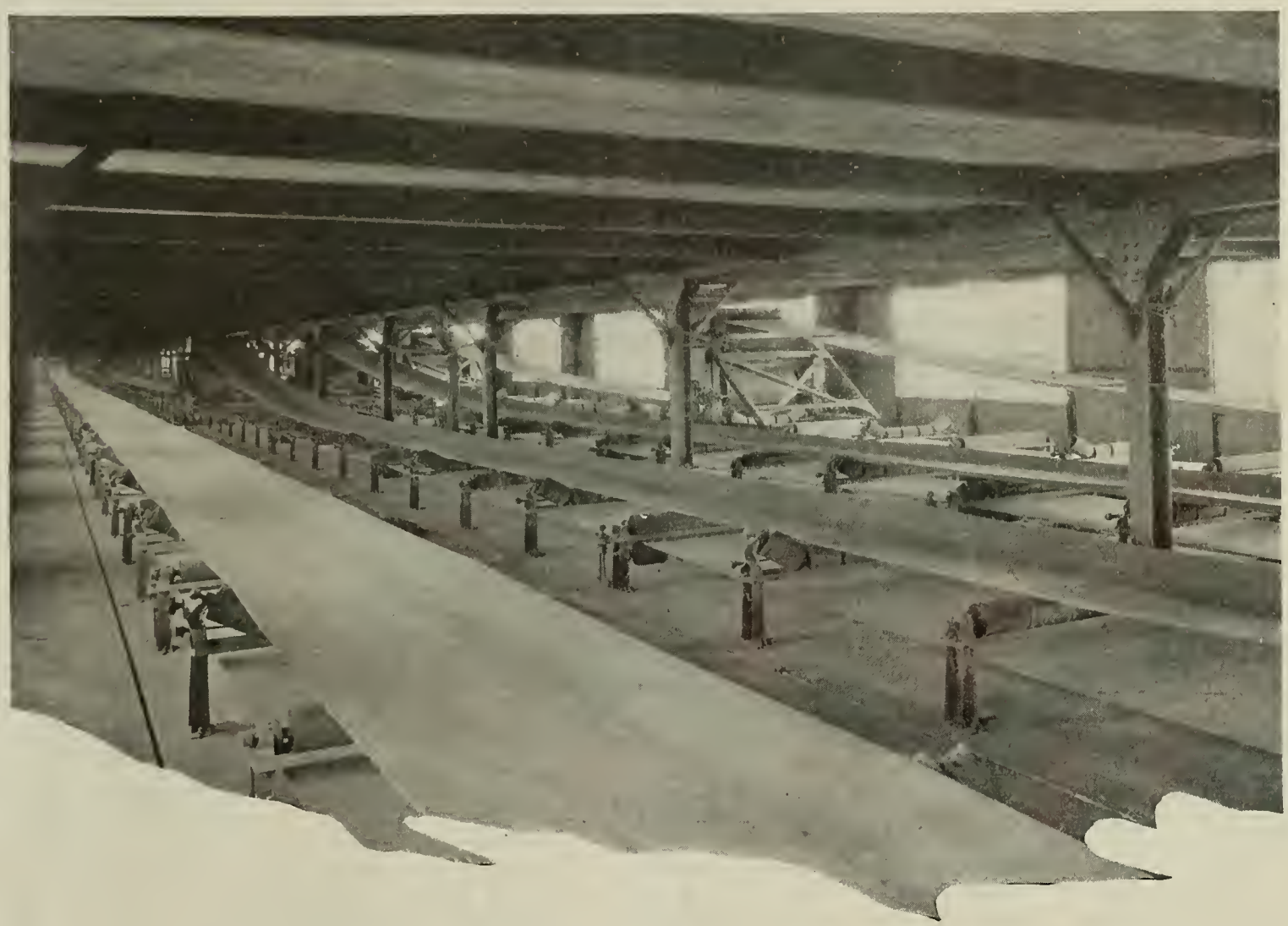
ST. LOUIS

For Milling Wheat

Come to St. Louis

Best Grades of Soft Winter and Hard Red Wheat always available. Millers for years have found the St. Louis Market most satisfactory for wheat supplies.

The Winter Wheat Market



The Proper Method and the Proper Equipment

The right method for doing your specific grain handling job and the right equipment with which to do it can both be supplied by The Webster Mfg. Company. With fifty years' experience in solving grain handling problems in America's largest grain elevators, etc., and with unlimited facilities for building the necessary equipment, Webster is looked upon as headquarters for grain handling machinery.

Webster designs and builds all types of grain handling equipment, including belt conveyors, elevator legs, screw conveyors, dock spouts, distributing spouts, marine legs, power shovels, car pullers, car movers, etc.
Consult us regarding your grain elevator needs.

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WEBSTER-INGLIS, LTD.
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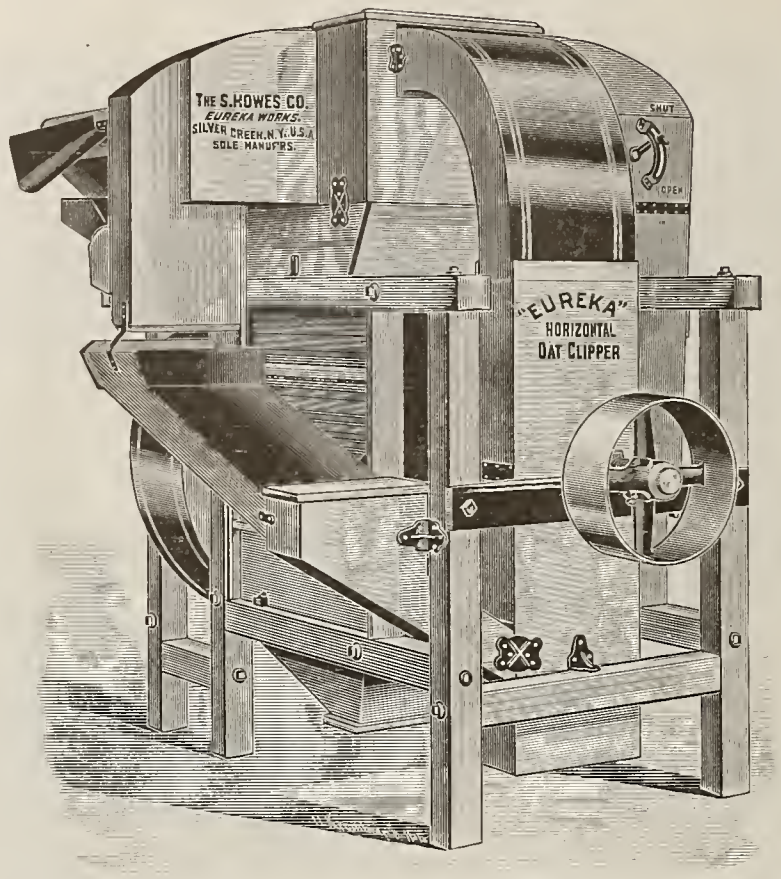
"Eureka" - "Invincible" Grain Cleaning Machinery



"Eureka" Improved Smutter-Clipper fitted with "Carry-by-Spout"

The usual charge of

2c PER BU. FOR DE-SMUTTING

yields a substantial margin of profit to the elevator operator

The machine above illustrated is a combination, 3 in 1 unit

Consisting of

WHEAT SMUTTER—OAT CLIPPER—GRAIN CLEANER

If you have any problems confronting you, bring them to the world's largest producers of

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Box 363,
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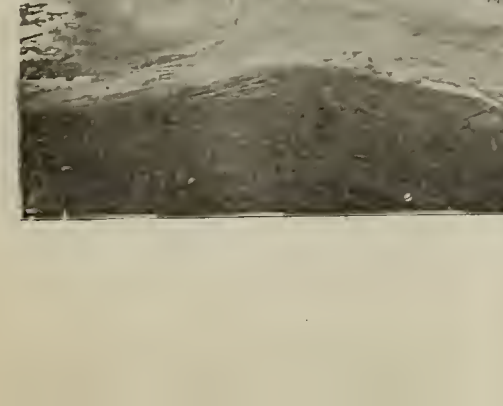
INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.

"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England.

Manchester Ship Canal Elevator
Manchester, England
Capacity 1,500,000 Bushels
Completed 1914

Buenos Aires Elevator Co.
Buenos Aires, Argentina
Capacity 750,000 Bushels
Completed 1920



John S. Metcalf Co.

Grain Elevator Engineers

Chicago & North Western Railway Elevator
South Chicago, Illinois
Capacity 10,000,000 Bushels
Completed 1920

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Montreal, Canada, - 54 St. Francois Xavier Street
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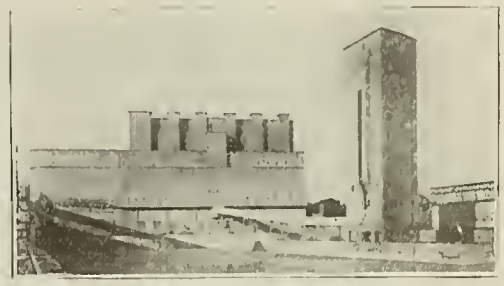

Harbour Commissioners Elevator No. 2
Montreal, Quebec
Capacity 2,600,000 Bushels
Completed 1912

Sydney Terminal Elevator
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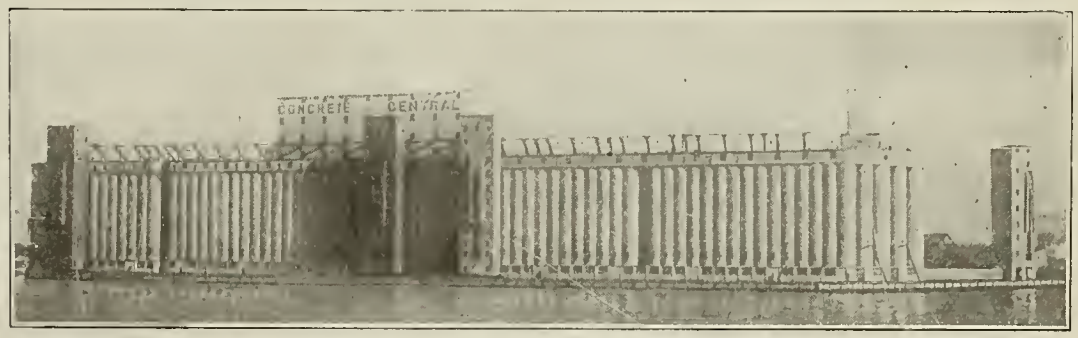
Capacity 6,400,000 Bushels
Completed 1921

MONARCH

Built Elevators
Assure You
Economical Design
First Class Work
Efficient Operation
and
Satisfaction
Let Us Submit
Designs and Prices

One of the Modern Houses Which Has Made a Record for Rapid and Economical Handling
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



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Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

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Designers and Builders of

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We Have Specialized in

CONSTRUCTION IN THIS FIELD FOR MORE THAN 40 YEARS

Sketches and Estimates Gladly Furnished

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Missouri Pacific Railroad Co.

2,500,000 Bu. Concrete Grain Elevator
ST. LOUIS, MO.

Designed and Built by

FOLWELL-AHLSKOG CO.

ENGINEERS AND CONSTRUCTORS

323 No. Michigan Ave. Chicago, Ill.

LIGHTNING RODS

Insurance Reduction Soon Pays Cost

Build your own system of Lightning Protection. Your boy can build a Radio—You can build Lightning Protection—with the efficient and superior Shinn-Flat Cable which will last the life of your building.

Most elevators are alike—simple to protect! Shinn-Flat will protect your building from Lightning and entitle you to a lower insurance rate which will soon pay the cost. Shinn-Flat insures the use of your building when the crop is harvested.

Shinn-Flat Cable provides for expansion and contraction of loaded and empty elevators—no strain to pull fasteners loose—affording permanent lightning protection!

Your own men or a carpenter can do the work. Others are buying their material from us and rodding their elevators and mills at a great saving in cost. We will tell you how to install. Prices cheerfully furnished.

On extra large structures requiring complicated installations, our men will install.

Write us—TODAY!

W. C. SHINN MFG. COMPANY

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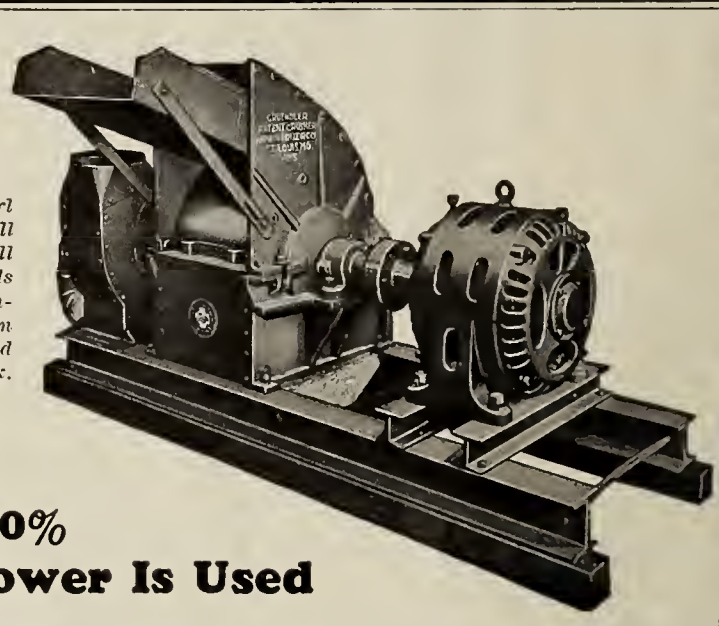

Use the "Whirl Beater" for all screenings, all grains, all kinds of roughage, including ear corn on the cob and in the shuck.

25 to 50% Less Power Is Used

by the Gruendler "Whirl Beater" to produce a given output than is used by an ordinary grinder. Every ounce of power is used *to grind.* Easy to operate. Lasts a lifetime.

Notice: The Gruendler Whirl Beater can be furnished with powerful magnetic separator and automatic feeder endorsed by the fire underwriters. Tell us your requirements. Full particulars on request.

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H. Louis Silver ..... 2035 N. Meridian, Indianapolis, Ind.
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Transmission Machinery Co. ..... 26 N. Desplaines St., Chicago, Ill.
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FEED PLANTS

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Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

Board of Trade Building, INDIANAPOLIS, IND.

Burrell Engineering & Construction Co.

Designers of Grain Elevators, Flour Mills and Associated Buildings

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ARE YOU WORRIED

about the condition of that grain in your bins?
Let us equip your storage with a

Zeleny Thermometer System

to tell you the exact condition of the grain and cut out the worry

Over 150 Elevators Equipped

Write for Description

ZELENY THERMOMETER COMPANY
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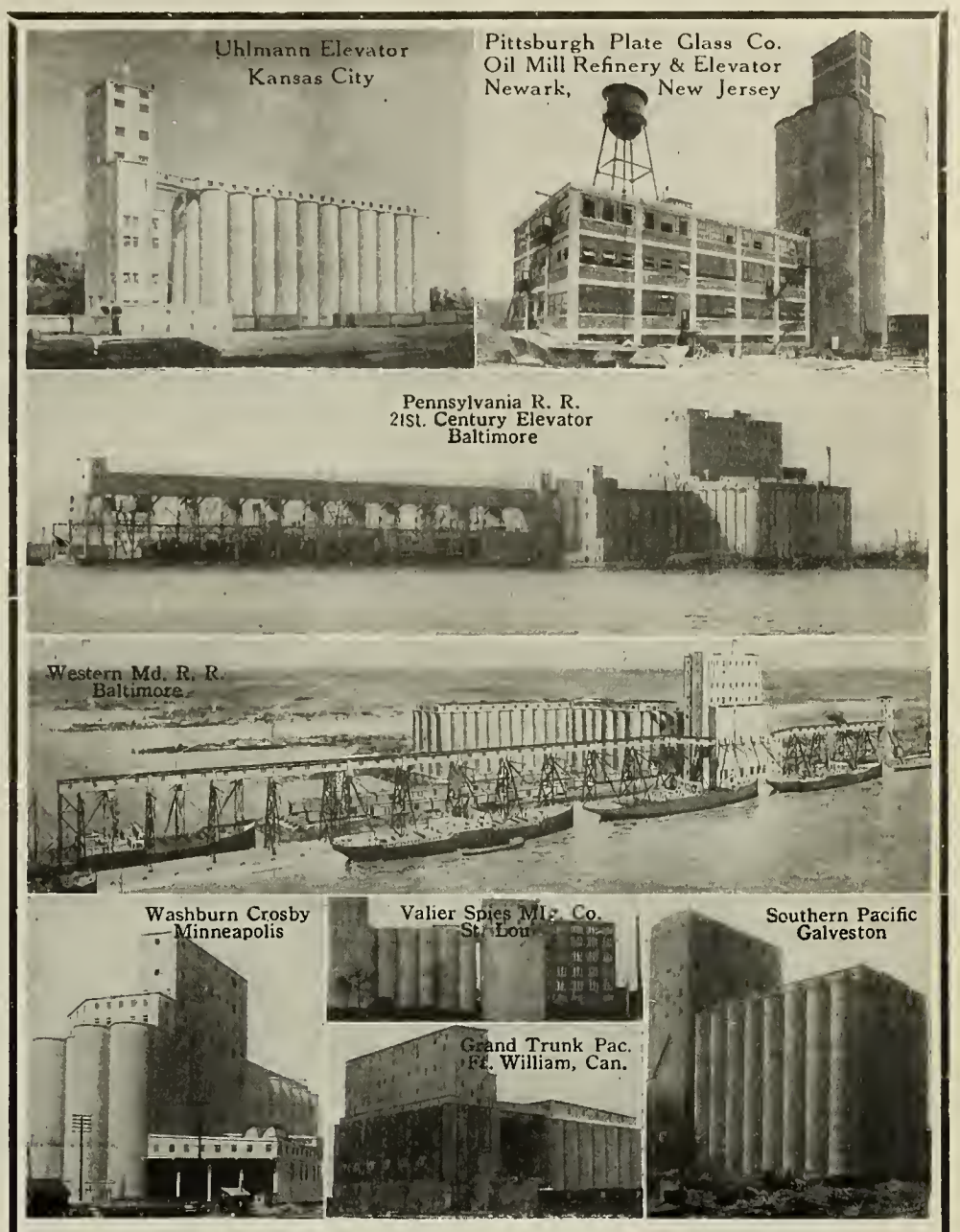

JAMES STEWART & COMPANY, Inc.

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Chicago, Ill.

Designers and Builders
Grain Elevators
In all parts of the world

W. R. SINKS
Manager

Every day in every way we are designing and building better and better Grain Elevators.
We have built for many of your friends—Eventually we will build for you. Why not now?

L. A. STINSON CO.

Engineers and General Contractors

ELEVATORS, MILLS AND WAREHOUSES COMPLETE

332 So. La Salle Street Chicago, Ill.

General Overhauling and Improvements

2,500,000-Bushel Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company
PORT RICHMOND
PHILADELPHIA PENNSYLVANIA

BY

FEGLES CONSTRUCTION COMPANY, Ltd.

Engineers *Contractors*

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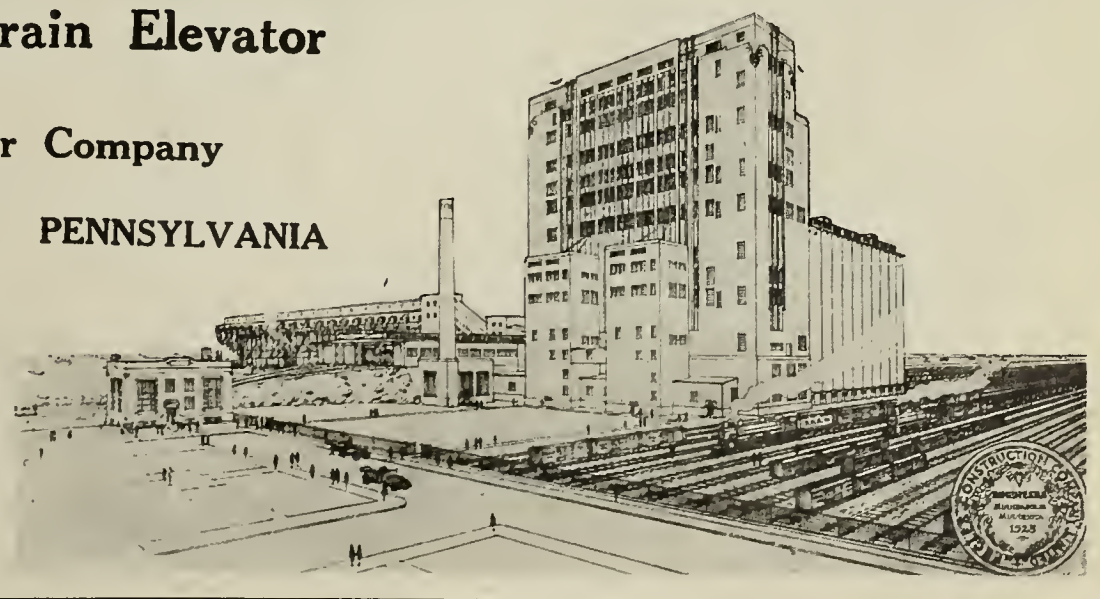

Baltimore & Ohio
Terminal Grain Elevator
Baltimore, Md.

Constructed by

THE **M. A. Long** CO.

The Long Building
10 W. Chase St.
Baltimore, Md.

Engineers and Constructors
Grain Elevator Department

The Most Efficient Grain Handling Plant in the World

Capacity 3,800,000 Bushels

NEW CANADIAN GOVERNMENT ELEVATOR AT EDMONTON, ALTA.

This large modern grain elevator just completed at Edmonton, Alta., was equipped with

GURNEY SCALES

The Port Richmond Elevator (Philadelphia, Pa.) now under construction will be equipped with 11 2,500-bushel capacity Gurney Scales.

GURNEY SCALE COMPANY
HAMILTON, ONTARIO, CANADA

CAPACITY 800,000 BUSHELS

THOSE CONCERNED

Or even casually interested in concrete grain storages notice and usually comment on the accurate alignment, smooth walls, and clean cut appearance of

POLK SYSTEM BINS

We Design and Erect

Send us your inquiries.

POLK GENUNG POLK CO.
FORT BRANCH INDIANA

LIGHTNING PROTECTION PAYS FOR ITSELF IN ACTUAL CASH

The initial cost is very small and the saving in the cost of your insurance means many extra dollars in your pocket every year. Your insurance company or this office will be glad to give you standards for such protection and to estimate your savings in cost of insurance.

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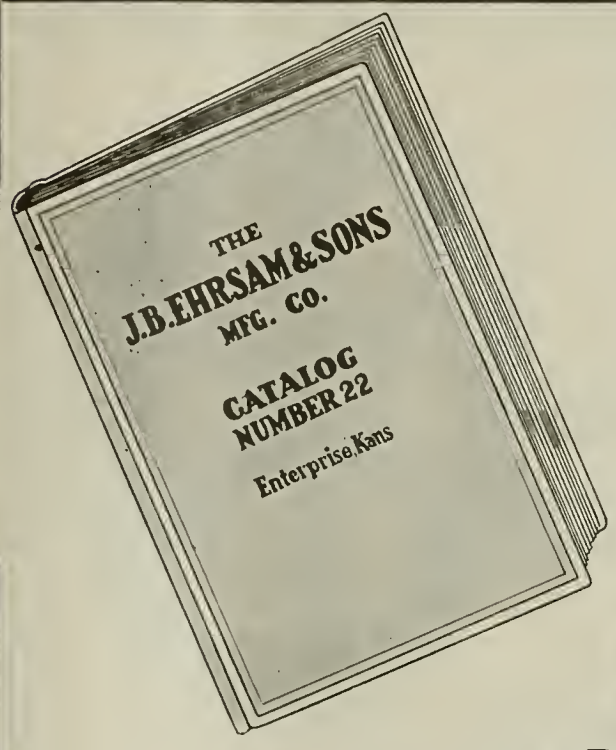

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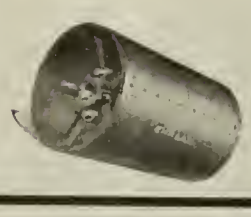

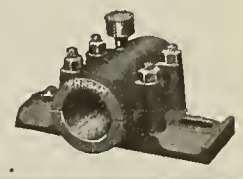

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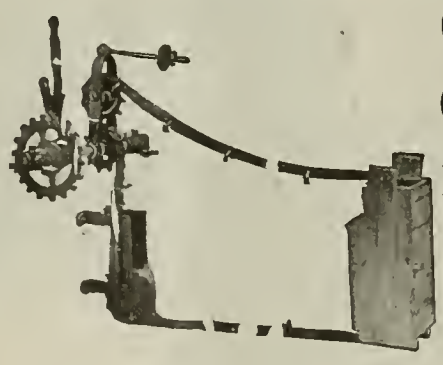

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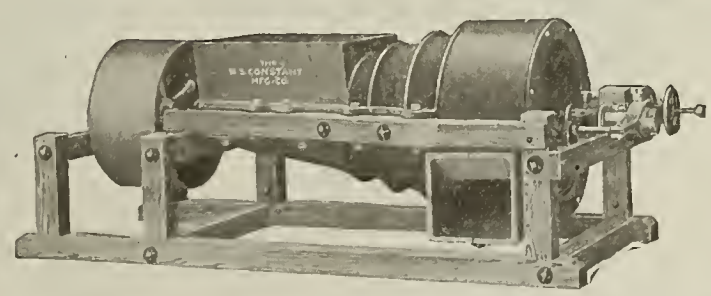

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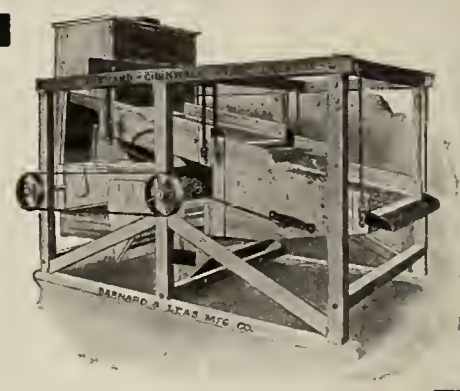

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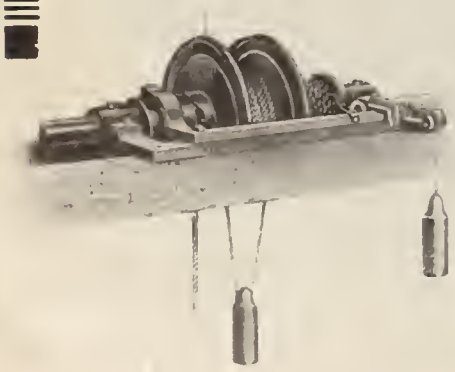

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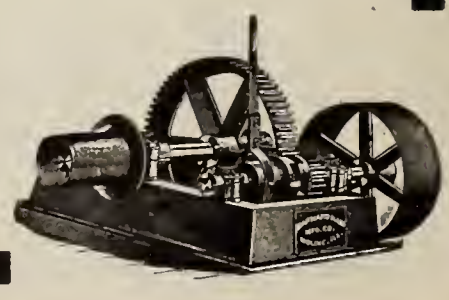

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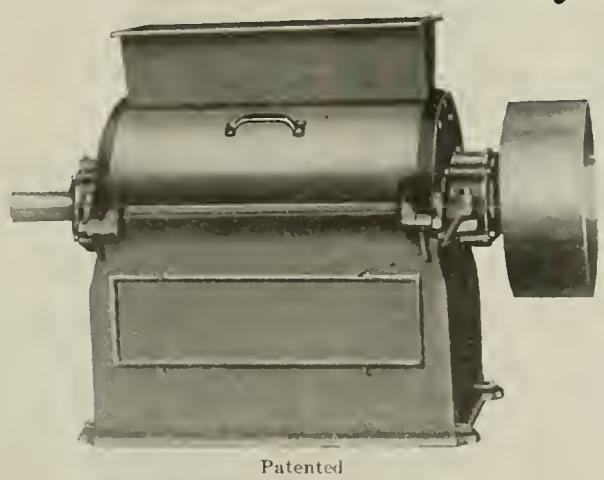

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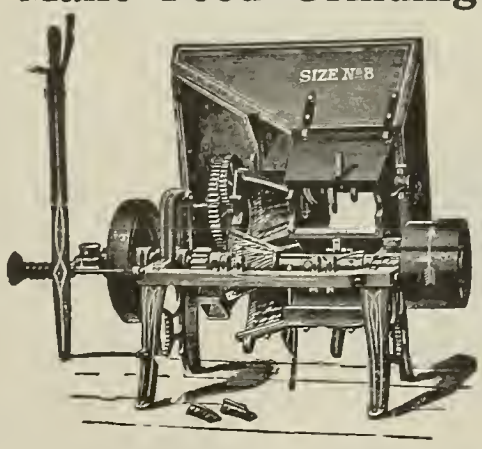

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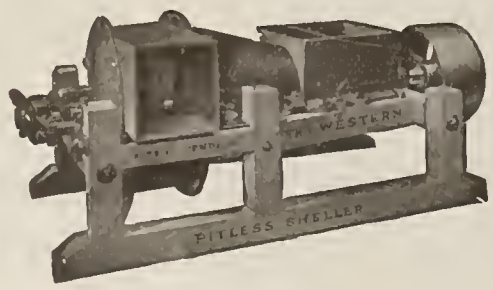

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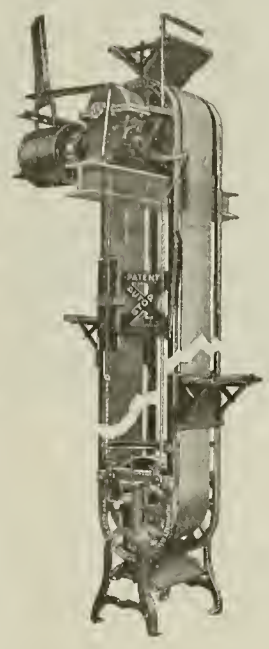

The "super-sturdy" construction of the **Humphrey Employees' Elevator** assures you long years of trouble-free service.

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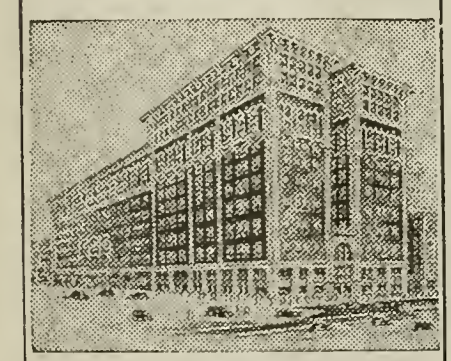

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Increased Freight Rates Mean Increased Farm Returns

An increase in western railway freight rates will mean more money and greater profits for western farmers than they will receive if the increase is not granted. This may sound impossible but it is true. Here are the facts:

Good Transportation Service Means More Money For Farmers

The farmer is now able to ship his products when and where he wants to. Because of the speeding up of transportation, his perishable products and his livestock reach the markets in better condition and thus command higher prices. Because of the dependability of service, the farmer can avoid glutting the market and can ship his products when price conditions are favorable.

A sheep raiser in Montana states that quicker service has saved him, in shrinkage alone, $1 a head on lambs. **This increased profit resulted from improved transportation service.** The orderly marketing of sheep at central markets, avoiding congestions and gluts, has meant an increased profit of $250,000 in a single year to the sheep men of Idaho and Utah. **This orderly marketing and increased profit were made possible only by an absolutely dependable transportation service.** These instances are not exceptional; they are typical of the value of present railroad service in handling farm products.

Railways Must Earn Fair Return to Continue Present Service

Farmers have profited in large degree from improvements in transportation service. These improvements, while aided by many other factors, have resulted in great part from the money which the railroads have spent on their properties, with just this aim of improved service in view. And here is the meat of the situation.

To continue the present service, the railroads must keep their plants up with the country's demands for transportation. Not only must old and worn-out equipment and structures be replaced with new and modern types, but there must be a constant enlargement of facilities to keep up with our growing population and its needs for railroad service. These replacements and additions cost great sums of money, which the railroads must obtain.

In this respect the railroads are in exactly the same position as other business concerns or as the farmer himself. They can obtain money to improve their facilities only by selling mortgages on their property in the form of bonds, or by taking additional owners into their business, through the sale of stock. And, like the farmer, the railroads cannot obtain money through mortgages or through selling shares in their business unless there is a reasonable assurance that they can pay a fair rate of return for its use. If they cannot obtain added capital needed, improvement of railroad facilities must stop, and transportation shortages will reappear.

Farmers recall that in past years they suffered materially from transportation shortages, because they could not get their products to market when they wanted to. These shortages have now been eliminated. Striking proof of the great value of good and adequate railroad service is furnished by the manner in which the enormous grain crop of 1924 was handled.

Prices of grain in June began to advance very rapidly. By October the price of wheat in the Chicago market had advanced more than 40 cents a bushel; corn had advanced 35 cents a bushel; rye 64 cents a bushel. Farmers desired to ship their grain rapidly to take advantage of these rising prices and the railroads handled this heavy grain business promptly and efficiently, increased farm profits resulting.

This record breaking movement of grain is but one of the many illustrations which prove that farm prosperity is largely dependent upon good and adequate railway service.

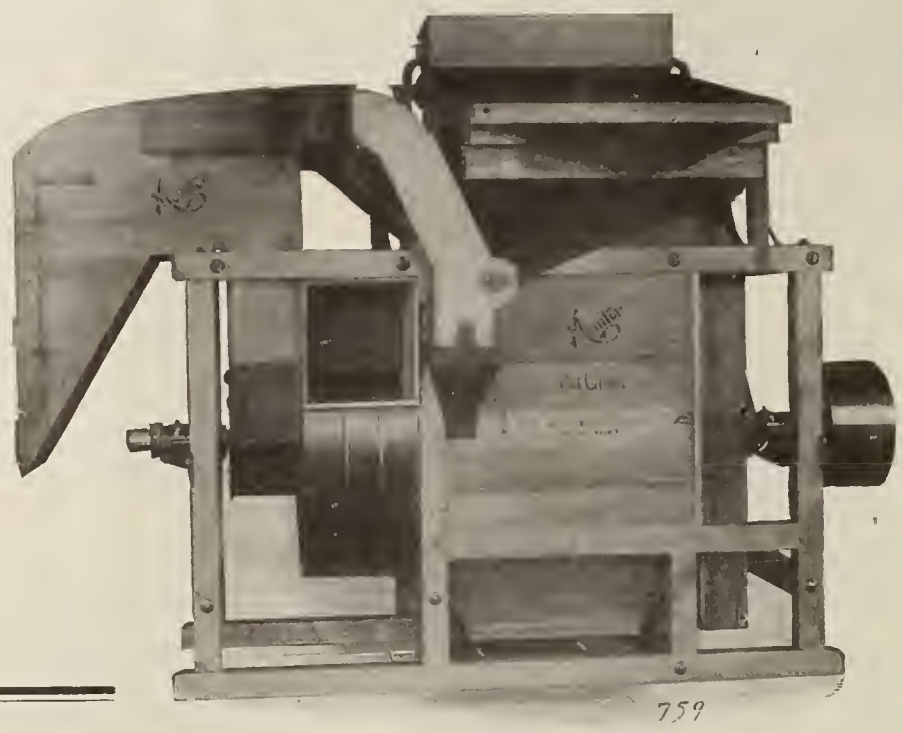
Don't Be Penny Wise and Pound Foolish

Inadequate transportation service cuts farm profits. Good service increases farm profits. As a business proposition, it is to the farmer's direct personal advantage to see that the railroads earn a fair return, that the present quality of service is continued and still further improved. The profits the farmer makes from good service are many times the relatively small amount necessary to guarantee that he will continue to get good service. **Would you hire a crippled horse for a dollar when for five cents more you could get a good one?** It costs slightly more, but you get much more for the money. **Is it not wisdom to spend pennies when they will bring increased dollars of profit?** An increase in western railway freight rates will mean more money and greater profits for western farmers than they will receive if the increase is not granted.

This is one of a series of statements published to give the farmer authentic information about railroad matters. Any questions that you would like to ask will be cheerfully answered. Address:

WESTERN RAILWAYS' COMMITTEE ON PUBLIC RELATIONS

740 Transportation Building, Chicago, Illinois



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A fair question

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The MONITOR Oat Clipper, fitted with the MONITOR Lime Feeding device, will put the worst sample of smutted wheat in perfect condition.

The MONITOR Oat Clipper will render you a steady profitable earning, giving you control of all grains that come to your plant.

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THE AMERICAN ELEVATOR AND GRAIN TRADE

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Subscription price, $1.00 per year.
English and Foreign subscription, $1.75 per year.

Established in 1882.

VOL. XLIV CHICAGO. ILLINOIS, MARCH 15, 1926 NO. 9

Buffalo Gets Million-Bushel Storage Addition

Superior Elevator Company Builds a 1,100,000-Bushel Reinforced Concrete Annex to its Elevator, to Meet the Increasing Storage Demand at Buffalo

BUFFALO'S prominence as a grain center dates back a long time, and indications are that there is just as much grain history still to be written there as has already been committed to record. The period of development and progress is not yet ended, and despite the fact that the marketing machinery and storage facilities have long been recognized as equalling those of other centers of similar rank, the demand for extension still continues and there is still sufficient expansion in the business to warrant further additions.

Situated in an ideal location for transportation and in a key position from a marketing standpoint, Buffalo's grain men have made the most of their opportunities. Grain moves up the lakes and comes to a natural transfer point at the eastern end of the water system, and at the same time the natural trend of the main lines of east and west rail traffic is toward a convergence at Buffalo. By working toward the coordination of the two systems of transportation those who have controlled the destinies of the market have brought about an efficient machine.

Elevators are numerous, and they range in size from comparatively small units to some of the largest in the country. In the matter of equipment and mechanical efficiency they are well up to modern standards too; and most of the large older houses have found it expedient from time to time not only to modernize machinery which progress had made antiquated, but have also added new units of no small size to make it possible to meet increasing demands. Not the least of the plants which have had important additions in recent time is the house of the Superior Elevator Company—one which has on previous occasions felt compelled to make additions.

The general arrangement of the original house as situated before the recent additions, consisted of a work house and 41 circular bins, with a capacity of 2,500,000 bushels. The interstice and outer spaces between the large bins of the original plant are utilized for storage as separate bins, giving a total of 98 storage bins, which have capacities varying from 4,000 to 25,000 bushels each. On one side of the elevator was the cleaning house with bins both over and under the cleaning equipment.

The marine towers of this old unit unloaded ships at the rate of 25,000 bushels of grain per hour, and the towers were mounted on 25 pairs of car wheels, being self-propelled so that they could move to the proper point on the dock. They contained the necessary scales and garners for weighing the grain and lofter legs for elevating, and spouting grain direct to the distributing spouts, which put the grain directly into elevator bins back of the towers, or by means of a conveyor into bins in the main structure.

The latest unit, which has added 1,100,000 bushels to the Superior Elevator's capacity, is 240 feet 9½ inches in length and 82 feet 4 inches in width. The new storage is divided into 14 tanks and six interstice bins, and the tanks are 115½ feet in height, measuring from the basement floor to the bin floor. The entire unit is of reinforced concrete construction with all the latest devices for protection against fire.

PLANT OF THE SUPERIOR ELEVATOR COMPANY, BUFFALO, N. Y., NEW UNIT AT THE RIGHT

The new structure, which was erected in an unusually short period of time and under conditions of notable ecouomy, was planned and built under the direction of James Stewart & Co., Inc., of Chicago, Ill., of which concern W. R. Sinks is manager, and the engineering was handled under the supervision of T. D. Budd, of the same company. The building stands on a pile foundation, and included with the recent addition was a new concrete dock. The marine leg and marine tower constitute one of the important features of the new house.

The elevating capacity of the marine leg is 30,000 bushels per hour. The equipment includes two rows of 15 by 8 by 8 buckets with 11-inch centers, and the leg is driven by a 150-horsepower motor. There is a 500-bushel scale which is part of the chain of operation in this unit. Grain discharges into an 800-bushel garner, from which it goes to the scale, and then to another 800-bushel garner. The grain next goes to the marine lofter leg, which is provided with four rows of 14 by 8 by 8 buckets, 13-inch centers. A 200-horsepower motor furnishes the necessary power for this unit.

The marine leg is equipped with Link-Belt Silent Chain and roller chain reductions, and the marine lofter leg has herringbone helical reduction gears. When the grain has been raised, it is discharged onto two 48-inch storage conveyors. These run back to the old annex as well as to the various tanks of the new part of the plant, and they have been made reversible, so that grain can go from the new to the old storage, or from the old to the new. The longest of the top conveyors is 419 feet in length.

The layout is such that the marine lofter leg can spout to the two top conveyors or to adjoining bins. The marine leg and marine leg machinery, except shovels, were furnished by the Webster Manufacturing Company, of Chicago. The equipment in the way of ship shovels is quite complete. Two 42-inch conveyors in the basement discharge to the new shipping leg. This elevates the grain and discharges it to a 2,500-bushel garner. From there, it goes to a 2,000-bushel hopper scale, and thence to the two car spouts, one of which is on each shipping track. These may be used either to track or to the adjoining bins, or back onto the storage conveyors.

A car shed covers the two shipping spouts, and provision has been made for rapid handling at this point by the installation of an electrically controlled car puller.

The two new basement conveyors are elevated so that they can spout out of the old house and get grain over to the old work house. The bins and tanks are of reinforced concrete throughout, and they have been arranged with bin vents in all bins.

All belt conveyors have motor drives, with herringbone helical reduction gears. The trippers and the four pulleys upstairs were furnished by the Weller Manufacturing Company, of Chicago; and

the conveyor stands and rolls are all ball bearing and were furnished by the same manufacturer, as were also the heads and tail pulleys. The new unit has 10 motors of varying horsepower, and is electrically operated and lighted throughout.

The steel work of the marine tower, stairs and machinery supports were furnished by the Lake View Iron Works, of Chicago. The Budd-Sinks Dust Prevention System was installed on the legs, scales and garners.

The bin bottoms, as shown in the illustration on this page, are concrete and steel. This type of construction lends itself to economy in erection on account of reducing the load on the foundation, and at the same time tends toward giving more room which is well lighted in the basement of the elevator.

The economy in this type of construction results partly from the fact that there is not such a heavy load to be carried. On this account, a higher unit may be built on the foundation than would be possible otherwise. The illustration at the right gives a very good idea of the improved conditions of ven-

ONE OF THE CONVEYORS IN THE SUPERIOR ELEVATOR

tilation and lighting. The concrete supports may be seen in the background, and in all there are eight of these with each of the bin bottoms. From an operating standpoint, the concrete and steel bin bottoms have all the advantages of any other type, so that efficiency is maintained at the same time that economy is achieved.

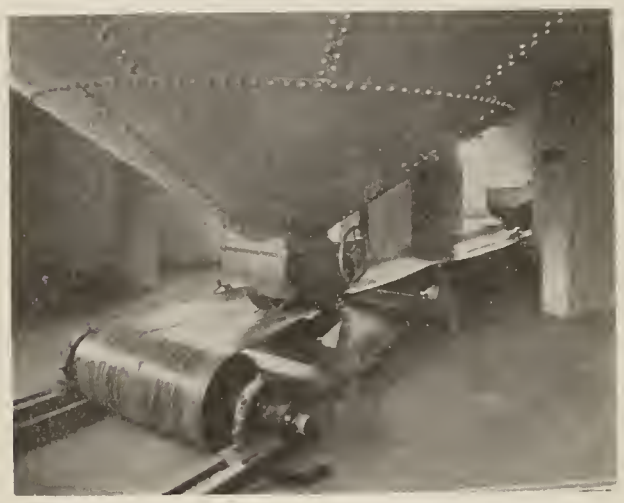
Good lighting and excellent ventilation are favorable features which appear throughout the plant.

VIEW OF NEW UNIT SHOWING THE MARINE TOWER

Window space is utilized whenever and wherever available. The illustration above of one of the conveyors in the Superior Elevator indicates how this has been done in parts of the house, and the bin floor has already been mentioned in this connection. The new unit has been placed so that basement windows will afford good daylight, and while these are not visible in the photograph from which the pictures herewith were reproduced, on account of the lower level, they have proved very effective.

There is probably no other instance in which so large a storage is represented, in several elevators, located along a river in so restricted a length of the stream, as in Buffalo in the territory adjacent to the Superior Elevator. The river performs a series of twists and an almost complete "S" turn at this point, and almost within sight of each otber are no less tban seven good sized grain elevators. Some of those which are represented in this group are rather old, and many, like the one under consideration here, while they are old have made important improvements and additions in the recent years. The ever increasing storage facilities at Buffalo are attributable primarily, of course, to the growing business at that point with the natural larger demand for elevator space. It is not at all unlikely that more additions will be forthcoming in the immediate future.

With all the present discussion of bettering trans-



ONE OF THE CONCRETE AND STEEL BIN BOTTOMS

portation throughout the country generally, development of waterways, and like features, it can easily be understood that Buffalo's favorable position with relation to both land and water traffic is no small item in assuring the future of the market. The confidence which local capital feels in the future of the market is reflected in the willingness of those interested to invest substantial sums in improvements of this sort.

JAPAN RAISES WHEAT AND FLOUR DUTIES

The Japanese Cabinet has now agreed to maintain the tariff duties provided by the Government bill before tbe House, with the exception of the duties on wheat and wheat flour. A slight increase on the tariffs for both these products will probably be granted as a "no opposition compromise." The grain trade and the milling industry are well represented before the law making groups on the "empire of islands," and their leaning toward the protectionist tariff theory is stressed on all possible occasions.

CONGRESS GETS GRAIN LOSS BILLS

In accordance with a resolution passed at the annual meeting of the Grain Dealers National Association last fall, Henry L. Goemann, chairman of the Transportation Committee of that organization, has had introduced into Congress a bill "To Enforce the Liability of Common Carriers For Loss of Or Damage to Grain Shipped In Bulk." The text of the bill is as follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That Section 20 of the Interstate Commerce Act, as amended, is amended by adding at the end thereof the following new paragraph:

"(13) Any schedule filed with the commission which contains any provision exempting, or purporting to exempt, directly or indirectly, any common carrier subject to the provisions of this Act from the liability imposed by paragraph (11) of this section shall be void and its use shall be unlawful, and the commission shall reject and refuse to file any schedule that is tendered for filing which contains any such provision, and any schedule so rejected shall be void and its use shall be unlawful, except that any schedule filed or tendered for filing may provide (a) for a tolerance allowance, not exceeding sixty pounds per car, in the settlement of claims for loss of or damage or injury to grain shipped in bulk, and/or (b) that the carrier, if not otherwise liable, will not be liable for any loss of any grain so shipped if (but only if) the carrier proves that such loss resulted from natural causes."

In the House of Representatives the bill was introduced by Congressman Edward E. Denison, of Illinois, under No. H. R. 9215 and in the Senate an identical bill was introduced by Senator Frank B. Willis, of Ohio, under No. S. 3069.

FEBRUARY PRICES SLUMP FOR GRAIN FARMERS

Grain prices were 140 per cent of pre-war values, compared with 178 per cent last year, says the Department of Agriculture in supporting the assertion that this year's February farm prices were under those of February, 1925. The general level of farm prices on February 15 last, although below that on February 15, 1925, was 43 per cent higher than the 1910-14 pre-war average. Farm prices of feed grains were 30 to 40 per cent below last year's prices on February 15, 1926. Cotton and cottonseed show a drop of 20 per cent; eggs 19 per cent, and wool 13 per cent. There was a 200 per cent increase in the price of potatoes; an increase of 22 per cent for hogs; 16 per cent for milk cows, and about 12 per cent for beef cattle, veal calves, butterfat, and chickens.

Significant changes in farm prices from January 15 to February 15, 1926, were a 7 per cent increase in prices of hogs and horses, and a 20 per cent drop in egg prices. Prices of corn, oats, barley, wheat, rye, flaxseed, and hay were from 2 to 6 per cent lower, whereas cotton, cottonseed and potatoes were slightly higher. Beef cattle, veal, sheep, milk cows and chickens showed a small increase in price for the month, while butter, butterfat and wool prices declined.

GIANT POOL INCORPORATED

The Northwestern Grain Marketing Company, framed to handle the grain from pools and co-operative farm organizations in Minnesota, tbe Dakotas and Montana, was incorporated February 15, with an authorized capital of $1,100,000. The incorporators plan to purchase or lease terminal elevator facilities in Minneapolis and perhaps in Duluth. The company is expected to take a leading part in financing a federation of local and district co-operative groups in the Northwest and to act as tbe sales agency for the grain which tbey receive from their farmer members.

Incorporation of the Northwest Grain Marketing Company is alleged to be the first move toward a national organization of regional wheat pools and the co-operative groups which own them. The $1,100,000 of capital stock is to be divided into two classes, consisting of 100,000 shares of common stock of par value of $1 a share, and 100,000 shares of preferred stock, at $10. The common stock will be sold only to farmers, members of the co-operative groups affiliated with tbe Northwest Grain Marketing Company and control of the company is vested entirely in this common stock. The preferred stock, designated as Class A preferred, is non-voting and will be sold to provide working capital for tbe corporation. The preferred shares may be retired by the Board of Directors at any time, according to the articles filed.

UNLOADS 226 TONS HOURLY

The excellence of the facilities for the reception of grain from vessels at many English ports is giving rise to a sort of competition among various plants. The Meadowside Granary on the River Clyde now believes it bas set a record for rapid unloading of grain from the hold. The steamship *Orangemoor* recently arrived at Glasgow, carrying 8,134 tons of grain and meal of various grades. The unloading began on a Tuesday and was completed by Friday of the same week. The actual time taken was only 36 working hours, thus giving an average output from the steamer to the Meadowside plant of 226 tons per hour.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Methods Used in Handling San Francisco's Bulk and Sack Grain

Excellent Handling Devices Developed for the Grain Trade on San Francisco Bay and Along Its Tributary Waterways

By C. W. GEIGER

SAN FRANCISCO is frequently referred to as first among American cities in municipal ownership or control of port facilities. The scientifically equipped municipal docks of San Francisco and New Orleans have attracted traffic in a phenomenal manner. This fact is taken by some as an indication of the success of the idea of the municipal dock. Others interpret the fact to mean that private enterprises adjacent to the municipal docks have been so alert as to the scientific development of their plants that the public-owned plants were forced into an equal perfection, without which they could not compete for business. Whichever of these views is more nearly correct, in the case of San Francisco, it is certain that at no port can a more interesting panorama of modern grain handling devices be had than at the "Golden Gate" port. That also holds good for equipment in evidence along the tributaries to San Francisco Bay.

No. 1. BELT CONVEYOR ON RIVER BARGE LOADS GRAIN

The accompanying photos show the various methods employed in handling grain to and from steamers, river-boats, motor boats and barges on San Francisco Bay and its tributaries. Picture No. 1 shows a novel electrically operated belt conveyor, carried by a barge, which is used in handling the bags of grain from the bank of the Sacramento and San Joaquin Rivers where there are no regular landings. This barge will stop at any point along the river bank and take aboard the grain by means of this long conveyor which is attached at one end to a boom. Three heavy cables extending down from the boom are attached to the conveyor at various points. These cables are operated by a winch and are used in raising and lowering the conveyor. When grain is to be loaded onto the barge from the river bank, the conveyor is extended out over the bank and the outer end lowered to the bank. Then the electric motor which is mounted on the conveyor is started in operation driving the endless belt on the conveyor. The bags of grain are placed on the belt which carries them to the other end of the conveyor where they are deposited onto a chute which in turn delivers the bags onto the deck.

No. 2. PORTABLE CONVEYOR UNLOADING GRAIN AT SAN FRANCISCO WAREHOUSE

Picture No. 2 shows a portable conveyor used in unloading grain from a barge at one of the warehouses in San Francisco. The grain is wheeled to the conveyor by hand truck and then placed on the conveyor and elevated to the dock. There the bags are placed on other hand trucks and run to the warehouse just back of the dock, or else piled up on the dock.

Picture No. 3 shows how a gasoline engine driven sling is used in unloading grain from a barge at the Associated Terminals in San Francisco. About 10 bags are handled in one sling load, and deposited on top of a wood platform placed on a pile of sacked grain on the dock. By this method one man is required to operate the gasoline driven winch and one man to handle the guide line. A third man piles up the grain onto a rope sling while the other sling load is being deposited on the dock. The bags of grain are wheeled into the dock by hand trucks.

Picture No. 4 shows how grain is loaded onto steamers at the California Harbor Board's grain handling terminal in San Francisco. The grain is brought to this terminal by rail, small boats, and barges. If the steamer is not at the dock when the grain arrives by rail, the bags are unloaded and stored under the shed shown at the right. But if the steamer is at the dock, the ship's tackle handles the grain directly from the car to the hold, as the railroad track runs along the edge of the dock within reach of the ship's tackle. In handling the sacks of grain from the shed, two wheel trucks are used, each man wheeling five bags at a load. Fifteen bags of the grain are piled up on a sling, which is picked up by the ship's tackle as shown in the photo No. 5.

No. 3. SLING-HOIST METHOD FOR SACKED GRAIN

Picture No. 5 shows a novel overhead conveyor used at Stockton, Calif., in conveying grain from the San Joaquin River, a distance of several hundred feet. Picture No. 6 shows the vacuum unloading plant at the Parr Terminal in Oakland. This sucks the bulk grain out of the hold of steamers and sailing vessels and delivers it into freight cars or storage warehouse. Picture 7 shows the shipping facilities at the Sperry Flour plant at Vallejo, Calif. All grain received by water at this plant is bulked on the water front and conveyed to the elevator by two 24-inch belt conveyors, running through the steel constructed bridge or galley (shown in Picture 9) which has a total length of 570 feet.

On the Pacific Coast, the policy of handling grain in sacks is still strongly intrenched. The majority of efforts to dislodge the system have been failures. Over 30 years ago, certain railroads constructed elevators for bulk handling at several interior points as well as at several ports. The sacked grain was then received from the farmers at the country stations, emptied into the elevators, hauled in bulk to the coast, and re-sacked for export because the vessels refused to accept bulk shipments. So the elevators of the railroads were soon dismantled.

At the present time, the public port terminals of Pacific Coast cities such as San Francisco, have erected elevators for bulk handling when desired, but the major part of the bulk grain is that which comes from points east of the Rockies on through export movement. The method of sack handling, which of course was everywhere the original method, has given way, it seems, to bulk handling in all regions except the Pacific Coast. The economic desirability of bulk handling evidences only a slow headway against established custom.

No. 4. HANDLING SACK GRAIN FROM PUBLIC WAREHOUSE, SAN FRANCISCO

Opposition to change from the sack system is laid generally on four claims. (1) That the western coast exporting conditions demand sacks. Until the opening of the Panama Canal, most of the grain for export was consigned to Europe in sailing vessels going around the Horn, a voyage both long and rough. Many of the grain-carrying "tramps", not fitted with compartments for bulk grain, were afraid of the cargo shifting and the vessel failing to right itself. There was the additional problem of bulk grain heating as the passage involved two crossings of the tropics. However, the Panama Canal has brought to San Francisco and other ports steamships, rather than sailing vessels, and these are equipped with compartments.

(2) That the Pacific Coast climate allows the sack system. During the summer season there is only slight rainfall. Grain is sacked and piled in huge stacks in place of storing it in elevators. (3) That identifying grain is made practicable by sacks. The sacking method quite naturally permits the distinction of various varieties and grades. Growers and millers, it is claimed, benefit from this. (4) That the cost of sack is more than balanced by certain advantages. There is no storage charge.

No. 5. OVERHEAD GRAIN CONVEYOR

Costly elevators are needless. Sack cost (jute) may run as high as four cents to the bushel, but this is offset by the fact that sacked grain commands a higher price than bulk.

In concluding a review of these and other facts, H. A. Waring, in his book, "Warehousing", says: "It would seem, on the whole, that bulk handling on the Pacific Coast will ultimately prevail. It is equally certain that sack handling will continue for a long time. As the method of handling changes, elevators will appear to displace the grain warehouse of which there are at the present time about 200." According to Mr. Haring, the last six seasons have witnessed a surprising revival of the agitation for bulk handling. Opposition is determined from

those who have built up businesses of supplying sacks and twine. Many farmers, also, do not care to change. The effort to alter the practice comes chiefly from farmers' co-operative elevator companies which generally favor bulk handling of the grain as it is more in accord with their methods of

No. 6. VACUUM UNLOADING OF GRAIN, OAKLAND, CALIF.

marketing. These organizations have been erecting co-operative elevators as distinguished from flat grain warehouses and they are steadily contending that no valid reason, other than habit and prejudice stands against bulk handling of grain, and that the Canal route to the world's markets has removed the last obstacle. They are firm in the belief that sentiment for bulk handling is growing, and, in every interview, is mentioned the fact that at every grain terminal or transfer point sack handling entails an additional charge, usually of one cent per sack, or in other words, one-half cent per bushel.

As a result of the sack handling methods of the Pacific Coast, the greatest expense is that for handling the grain. Storage is provided with so little investment in houses that the period of free storage is long (60 days as against 5 to 10 elsewhere), and the charge for extension of time is low. This is a striking contrast to conditions where bulk handling in elevators occurs, for at such places the chief item of expense is that for storage. The cost of sacks is approximately offset by the allowances in the selling price of the grain, the sack becoming the property of the purchaser.

To the opponents of bulk system of grain handling, elevator enthusiasts on the Pacific Coast are pointing out the following facts. The grain elevator had its genesis in the peculiar quality of grain known as its flowing quality. Labor saving machinery adapts itself readily to grain handling for the simple reason that the bulk shipment once it is conveyed to the top of the elevator structure, can then be quite easily controlled at will by the mere opening and shutting of spouts or gates. No such operation can even be begun with sacked grain. The entire technique of grain handling consists in applying the simple principles of gravitation: the grain when put in store is elevated; thereafter its own weight, plus its easy flowing quality, does all the rest.

From the moment the grain reaches the country elevator, if the grain is in bulk, advantage can be taken of the flowing quality. In some western districts, the grain is never sacked at all, but is delivered by the threshing machine direct into wagon boxes which are then hauled to the elevator.

No. 7. A 570-FOOT OVERHEAD STEEL GALLEY, HOUSING TWO GRAIN CONVEYOR BELTS, VALLEJO, CALIF.

Hints for the Elevator Millwright

"Big Bill" Davis Explains How to Arrange Equipment for Handling A Large Sand and Gravel Trade

By OLD TIMER

"GOOD MORNING, Mr. Blood, how goes the gravel business? Got your elevator filled with that material yet?" inquired "Big Bill" Davis.

"Well, it sure is time that you showed up around here again. Why, it was last October that you were over here and started me into this gravel 'racket' and you were going to come back in a short time and help me plan same power gravel handling apparatus."

"I am a bit behindhand, Mr. Blood, but I'll stay right with you now, until we get things to your liking. But, how goes it? Loading out any gravel?"

"Yes, we manage to set out a carload a day, but, if I could load that quantity, I could sell three or four times as much. This is such good gravel and sand that they come for it from everywhere around here. But, I'm bothered with the hand loading. We are having trouble with the scrapers. Now, we have three-wheeled scrapers and six heavy horses, but for some reason or another, we never have more than four horses able to work two of the scrapers. That is hard work for horses, to begin with, and somehow or other, they are always getting hurt, lamed or crippled in some way so that as I said, we can never depend upon much more than four horses out of the six, all the time. The horses step on cobbles and lame their ankles, or trip over boulders and lame their knees. If we could only keep those three-wheeled scrapers going all the time, we sure could load out a lot more gravel than we are handling now. Why, only last week, one of the horses tripped on the scraper dump, and actually slid down into the railroad car on top of the gravel, and dragged the other horse and the scraper with him. It took us nearly all day to get the horses off that car. Had to build a regular platform and bridge for them, and even then, the horses had to stay on that car until it was loaded, so they could get over the sides. Luckily, the team was not damaged badly. One horse was cut up a bit and temporarily lamed. I have been wondering if it would not pay for me to sell those big horses and buy three little tractors, with larger wheeled scrapers than the horses can pull. Then, I can build a temporary bridge over the track, just above the sides of gondola cars, make the top of the bridge of light timbers spaced three inches apart, and scrape the material right over the car, dumping the scrapers upon the slat floor of the bridge. Then, we can separate the cobbles which are already troublesome.

"Just look at that pile of rocks beside the track. There are at least three carloads of them, and a whole raft of smaller stones, which should have been separated, went in with the sand and gravel. With the tractors scraping directly upon a 'screen bridge' we could get out all the stones above three inches in diameter. Do you think that scheme would work well, Mr. Davis?"

"Yes, Mr. Blood. No doubt it would help you temporarily out of present difficulties. But, listen to this: What is the use of your working this fine gravel proposition on a shoestring? You own, free and clear, a magnificent property here, and it is more than ample security for any investment necessary to put in first class gravel handling apparatus, so, why not do it right now, before you lose any more time fussing with scrapers and losing profits on large gravel sales? My advice is to put in ample gravel handling machinery right now."

"Yes, Bill, I know I can raise whatever amount may be needed to put in gravel handling machinery. Let's figure a bit and see if it will be necessary to borrow money enough to put in the gravel handling apparatus?" said Bill Davis.

"Why, what other way is there?"

"I don't know as there is any other way, but let's make sure before you tie up in a mortgage. Let's get in touch with one or more dealers in sand and gravel handling machinery, find out what their engineer recommends as the best for our purpose, and then see if arrangements can be made to purchase the apparatus on time enough that the payments can be made from gravel sales receipts. I believe that can be done, and you will be relieved of borrowing the large amount necessary to purchase the apparatus outright."

"Why, Davis, I thought you would lay out the machinery necessary. What's the use of having a sales-engineer from any machinery concern?"

"It's this way, Mr. Blood: I can lay out the gravel handling plant for you, and I already have a pretty well defined idea of the lay-out most desirable. But, a sales-engineer from some one of the concerns advertising in the AMERICAN GRAIN TRADE would know his apparatus better than I, and should be able to recommend some apparatus of more recent design than I might be acquainted with. While I will help, let the engineer carry out his ideas as to handling the material you must deal with. We can put the proposition up to several concerns, and then we can select the best apparatus and the most favorable terms."

"I get the idea, Mr. Davis, and it looks like a good one. Let's start the thing, right away. Now, what is the idea you have in mind about getting this material out of the bank and into railroad cars in such quantity and condition as the trade may require?"

"I advise that we take the bull by the horns," said Bill, "and install as rapidly possible, complete apparatus for mining, transporting, screening, washing, conveying and if necessary, drying and mixing the material. It seems to me, that a power shovel operated by an internal combustion engine (gas or oil) will be the proper outfit, the power shovel to be operated along an overhead cable suspended from a tower, and trailing off over the territory to be relieved of its sand and gravel. The tower need not be a very expensive affair. It may be built of timber, but it should contain a chute for receiving material from the traveling shovel, screens for separating the material as desired, and bins into which the screened material may be deposited while awaiting shipment, and from which bins, the sand and gravel may be spouted by grav-

ity, directly into the cars in which shipment is to be made.

"In addition to the screening mechanism, there should be a rugged little rock-crusher to take care of the cobbles too large to go into concrete gravel. No pebble larger than two inches in diameter is at all desirable in concrete aggregate. Larger particles in limited amount, can be worked off in gravel, but far better to separate the large pebbles with the boulders, and as crushed rock such pebbles and boulders are even more valuable than gravel. Besides, the boulders quickly become a nuisance for they will collect in quantity as tailings from the gravel screen, as witnessed by the two or three carloads piled up there beside the track where you are scraper-loading cars. Once the boulders have been crushed, they will be out of the way, and if you do not wish to bother with them in carload lots of crushed rock, you can always let the broken pebbles go in with the gravel."

"Is the power shovel worked by cable, or how is it to be handled?" inquired Mr. Blood.

"You've doped it out just right. From the tower a cable leads off over the gravel territory and is fastened to a 'dead man' as far away as it will ever be necessary to remove gravel from underneath the cable. There can be several of these 'dead men' buried around the gravel territory, and it is not a very long task to change the cable anchorage from one of these 'men' to another, until the entire gravel deposit territory shall have been stripped clean."

"So, it will be necessary to build a tower and sand and gravel bins as well as install screens and a rock-crusher. Going to cost something to build that tower, isn't it?"

"I hardly think so, Mr. Blood. I have in mind a scheme which I want to talk over with the machinery-engineer before I say much about it. But, briefly outlined, here it is: Instead of building a tower at the gravel hill, we will attach the shovel-cable direct to the top of your grain elevator, and put our screening and crushing apparatus inside the elevator instead of out on the gravel hill. Then, we can plan a complete plant from the beginning, with no changes—other than additions—to be made later. We can arrange to strengthen the elevator building as may be necessary to withstand the strain of the shovel-cable. I believe the building is amply strong to carry this load, with only a bit of timbering over the top of the elevator to carry the cable direct. Then, the side, or horizontal pull of the cable may be removed entirely from the elevator building by carrying the shovel-cable over the top-timbering, and down to the ground on the opposite side of the elevator building, where the end of the cable shall be securely fastened to an adequate 'dead-man' anchorage."

"Wonder how much room there will be in the elevator for grain handling, after we get the gravel machinery into running order?"

"Mr. Blood, I have been thinking of that matter ever since I came here, and, considering the magnitude of the gravel business you have here, I believe it will pay you, right now, or as soon as possible, and before installing any gravel-handling apparatus, to 'close out' on the grain business. Dispose of all the apparatus in the elevator which is not needed for gravel handling, change the bin spouting and gates to work with sand and gravel, then start clean on gravel, and never have any worry about grain and gravel getting accidentally mixed! You sure will have a 'full-house' with gravel and sand."

"I believe you are right," answered Mr. Blood. "Let's send for the literature of three or four concerns handling gravel machinery, and then, as soon as we have looked over their 'dope' we will decide what is suitable for our purpose, and then I will make up some sketches which we will send to those of the concerns whose paparatus seems to suit our needs. At the same time, we will request their engineers to call here and go over the matter with us. Meanwhile, we will go ahead and load cars by hand and by horses. Better purchase one tractor and a heavier wheeled scraper and put it to work with the horses. Then you can quickly decide if the tractor-scraper unit will be desirable after the power shovel has been installed. I have a most decided opinion that it will pay to have a tractor or two, both now and later."

"Yes," said Bill Davis, "if you clean all the grain out of your elevator building, you can plan right off, just where and how to install washing and drying as well as screening and mixing apparatus for the finer material. Then, as soon as the power shovel has been hooked up, you can make and sell all kinds of 'fancy' sand products, from 'torpedo sand' for sidewalks, to mixtures of sand-lime, or sand-cement, for mortar, stucco, etc., and which will require only the addition of a certain quantity of water in order to make it ready for use in buildings or on walls."

An Addition to Spokane's Grain Storage

Boyd-Conlee Grain Company Grows in Nine Years from a Small Enterprise to a Large Grain and Feed Business

AMONG the achievements of Spokane, Wash., for the year 1925 was the completion of a building program which has set a 15-year record for the city. All branches of social and industrial life are represented among these new structures—a million-dollar Masonic temple, a large suburban high school, a new college dormitory, a power station, an oil refinery, several large garage buildings, an addition to the city water works, and

E. A. BOYD

numerous other extensive civic improvements. And not the least of these enterprises was the erection of a new grain elevator. What may be the beginning of making Spokane an important grain center on the Pacific Coast for storage in transit, is the Boyd-Conlee concrete elevator on the O. W. R. & N. tracks at Division Street.

The Boyd-Conlee Grain Company, operated by E. A. Boyd and H. A. Conlee, started business in Spokane nine years ago with a small retail feed and grain establishment. In 1921 the first step in the construction of the company's present plant was accomplished in the completion of a warehouse, 140 by 60 feet, built of concrete and specially hardened interlocking tile, and a three-story mill house with a gravity flow, with 18 overhead bins, having a capacity of 35,000 bushels.

As a result of the new storage facilities and the cleaning department's augmented equipment, poultry feed made from dockage will be available in greater quantities. The cheap poultry feed under the present system of shipping grain through from Montana to the coast reverts to the benefit of the coast chicken raisers.

Both Mr. Conlee and Mr. Boyd were formerly associated with J. K. Smith in the Washington Grain & Milling Company. In the face of competition with larger and older established firms, the partners have built up one of Spokane's outstanding enterprises and at present have achieved a point where annual sales exceed the million dollar mark. In commenting on the recent addition to the concern's capacity at the time of completion in 1925, Mr. Boyd said, "Additional capacity of 110 80,000-pound carloads, or two trains, will be provided. Facilities which have been available totalled about 35,000 bushels, or 25 carloads, and the total is being brought to 135 carloads."

"It is planned," he added, "to have all grain inspected on its arrival in the city, stored and held for use here or trans-shipment west." Twenty-five men are employed by the company, several of them having been in its service since it was organized. The company is also interested in the Barton-Gleason Company, of Kennewick, Wash., and the A. J. Webster Company, Palouse, besides having branches at Mead and Freeman. It serves a territory extending over Montana, Idaho, Washington, Oregon and into California, British Columbia and Alberta.

The year just past saw the completion of the new addition to the plant, a thoroughly fireproof steel and concrete elevator containing 20 bins with a total capacity of 170,000 bushels. Incorporated in

H. A. CONLEE

the new building is a four-story cleaning house with six overhead bins to take care of grain that is being reconditioned, the grain flowing from these six bins through the machine, located on the four floors of the cleaning house, thus giving an almost complete gravity house. This grain house is equipped with an especially made Monitor Cleaner, the largest Carter Disc Separator, a Humphrey Manlift, and a Wolf-Dawson Wheat Washer. This wheat washer is able to remove all dirt, trash and smut from the wheat, leaving a thoroughly clean product.

The plant is also equipped with a modern electrical distributing system, and numbers among its other modern equipment 10 motors, of the Fairbanks-Morse type chiefly, a 100-ton Fairbanks Track Scale, a Barnard & Leas Barley Roll and Scourer, and an oat groater. An up-to-date poultry and dairy feed milling department is also being installed with scales, mashers and cleaners which will turn out a thoroughly modern product in these lines. Another feature of the plant is the sack department where the sacks which come in with

sacked materials are cleaned and renovated by a system of vacuum cleaners.

The construction of this elevator is of special importance to Spokane in that it marks the initial step toward Spokane's position as a grain storage center for the great wheat fields of the Inland Empire. The city is a natural trading point, made so by its geographical position. It does not depend on artificial conditions to make it a market for the vast fertile territory adjacent. As early as 1870 the Indians gathered at the site of the present city

INTERIOR OF BOYO-CONLEE GRAIN COMPANY'S WAREHOUSE, SPOKANE, WASH.

to barter with each other and with the occasional white man. Even years before that time, the Hudson's Bay Company, pioneers of all northwestern frontiers, established a trading post at the confluence of the "big and little rivers" near the city's present site. In modern days Spokane is the natural trading point for the great agricultural districts of the Inland Empire, and because of its importance as a railroad center will eventually develop to a position of importance in the grain trade.

The storage is divided, in the new plant, into seven small bins, 14 one-car bins, seven two-car

PLANT OF THE BOYO-CONLEE GRAIN COMPANY, SPOKANE, WASH.

bins, eight four-car bins, and the six tanks of 18,000 bushels' capacity each. A receiving capacity of 5,000 bushels per day is achieved, as is also a cleaning capacity of 10 cars daily.

Two belt conveyors operate in the upper and lower gallery, running a length of 400 feet, and 20 inches in width. Power shovels of the Clark type are used. Adequate fire protection is afforded in the usual way, included with which are the standpipes. Other machinery in the house includes one of the latest type Wolf Smut Brakers, washer and dryer. The machinery has been kept up-to-date by making additions and improvements from time to time.

The principal grains handled are wheat, corn, oats, barley and peas; though the company does an extensive business in several lines aside from grain, such as hay, feed, sacks, poultry feeds and second hand machinery. Salvage wheat and second hand machinery have been found to rank among the most profitable of the sidelines. It will be noted if the illustration of the company's plant below is examined, that good use has been made of the outer walls for advertising purposes, and the scratch feed sign is visible at a great distance.

BACK PAT FOR WINNIPEG

This country's grain business is being driven to Winnipeg, where Government interference is a minimum factor, according to a statement by Arthur W. Cutten, prominent grain operator. He believes that Federal interference in Chicago and other markets had a demoralizing effect on the grain traders. "Misunderstanding of the functions that speculation performs has led to a series of rulings which, instead of helping matters for the farmer, makes them worse," Mr. Cutten says. He continues:

Every one with a practical knowledge of speculation knows that the outsider is always a buyer in every speculative market. Strangely enough, however, politicians in their hunt for farmer votes continually attack the markets, which are the very places where the farmer must sell his surplus when he has one. The result is that the portion of the public which buys for higher prices is frightened out of the market, and support to take care of the hedging done by elevator interests against actual grain bought from farmers becomes insufficient to sustain prices.

The continued interference with grain trading in this country is driving the business out of the United States altogether up to Winnipeg. The market there is rapidly becoming the dominant grain market of North America, concludes Mr. Cutten.

MORE CORN ACREAGE URGED

After advising against increased acreage for cotton, potatoes, and other crops, the United States Department of Agriculture says the situation in regard to the major feed crops is very different. Corn, oats, and hay are all low in price, it is pointed out. But from the standpoint of agriculture as a whole, "an abundance of feed crops is perhaps more to be desired this year than at any time in the last six years." It is hardly to be expected that acreages of these crops will be increased this spring, for their prices are too discouraging. On the other hand, feeding demand will probably be fully as great as last season. In general, the question is—How can the residual crop land on many farms be better employed this year than for feedstuffs, even if it results in building up some farm reserver thereof? "A substantial back-log in the present situation," the Department points out, "is the relatively strong position of the livestock industries."

"The total animal inventory of the country has finally been brought fairly well into line with peacetime requirements. Prices of livestock products have moved upward. In fact, the evidence indicates that hog producers are now making considerable effort to increase production and that many cattlemen in the range territory have begun to bid for cows. The animal industries, broadly speaking, appear to be on good, solid ground for the year ahead. In this general situation it seems not unreasonable to expect that good policy will still aim to keep the production of feed crops up to the point of abundant supplies and cash crops down to the point of profitable prices."

CORN USES BY YEARS

In 1925, of a total corn acreage of 101,631,000 acres, 86,339,000 acres were utilized for grain; 3,916,000 acres for silage, and 11,376,000 acres were cut for forage or hogged down. The acreage of corn for grain in 1925 was 1,600,000 acres greater than in 1924, but 400,000 acres less than in 1923. The acreage of corn for silage in 1925 was 400,000 acres less than in 1924, and almost the same as the acreage in 1923.

A study of the utilization of the corn crops of 1923, 1924, and 1925, has been made by the United States Department of Agriculture to determine how much of the crop is actually husked for grain, cut for silage, and hogged down and cut for forage. Estimates of acreage, yield per acre, and production have been made for many years for the corn crop as a whole, regardless of its utilization, the estimated yield per acre being applied to the total acreage.

Corn for grain in 1923 yielded 28.9 bushels per acre, in 1924 the yield was 22.7 bushels, and in 1925 it was 28 bushels per acre.

The amount of corn estimated to have been husked or snapped in 1925 is 2,416,000,000 bushels, which is 500,000,000 bushels greater than in 1924, but nearly 100,000,000 bushels less than in 1923. Production of silage was 31,000,000 tons in 1925, which is about a 10 per cent increase above the production in both 1924 and 1923. In 1924 considerable areas of corn went into silos because it was unfit for husking, being immature or frosted. The amount cut for forage was also increased materially because of the immaturity of the crop at the time of the first killing frost in the fall. The crops of both 1923 and 1925, on the other hand, were generally well matured.

NOW 3,325 FARMERS GRAIN ASSOCIATIONS

That the efforts of co-operative farm marketing promoters have been especially fruitful in the north central area is shown by the latest Washington, D. C. report on the subject. More than 70 per ceut of all the farmers' co-operative enterprises are in the 12 north central states. The epidemic is most noticeable in Illinois which has 822. There are now 12,000 "co-op" groups in the United States, more than twice the number in 1925.

Of the association listed, 3,325 are primarily engaged in handling grain. Many undertakings of this kind have been successful and many nave not. Inefficient management has proved the undoing of many of these efforts, but the co-operative movement as a whole is demonstrating great vitality and is handling a very large percentage of American agricultural production. Over 70 per cent of farmers' co-operative organizations in the United States have nothing to do with grain marketing.

AIMS AT MARKET RAIDING

"Violent fluctuations, caused by the manipulations of speculators, constitute an economic crime which works great injury to the legitimate grain trade as well as to the producers," says Senator Capper in defending his amendment to the Futures Trading Act. He proposes to limit a single trader to a maximum of 1,000,000 bushels. This amendment is intended to make it more difficult for grain gamblers to "raid the market,'" the Senator states. "Unrestricted trading, as now permitted, makes it possible for the speculators to

manipulate the market at will and bring about excessive price fluctuations. My amendment limits a single trader to 1,000,000 bushels a day. Livermore and other speculators often handle as much as 10,000,000 bushels a day when they start to 'raid the market.' This brings about exceedingly unstable conditions.

"The bill I have introduced does not apply to legitimate hedging. It will result in a more stable market and will benefit everybody but the big speculator who breaks the market by short selling and other vicious practices," declared Senator Capper.

EARLY WHEAT BEATS RUST

Garnet wheat, the new early ripening variety which is expected to advance Canada's wheat harvest 10 days will be an effective factor in combating rust which causes millions of dollars of damage annually to crops iu Northwestern United States and Canada, according to Hon. William R. Motherwell, Dominion Minister of Agrculture.

"The present growing season in both the United States and Canada," said Mr. Motherwell, "is a neck-and-neck race between rust and wheat. Ten days' earlier maturity assured by Garnet wheat will give the grain just that much start on rust.

"Garnet wheat is a great improvement on Marquis which is the staple Spring wheat of farmers in the United States and Canada. Marquis reduced the period between sowing and reaping from 120 to 110 days. Garnet has now cut the time down to 100 days.

"The new wheat is the result of years of experiment by the Dominion Department of Agriculture. It was given practical tests by western Canadian farms last summer and more than satisfied the expectations of its originators. In southern Alberta, Garnet wheat ripened and was threshed long before Marquis planted the same day. At Morden, Man., when Garnet wheat was ready for the binder, Marquis had 10 days to go for ripening and bore considerable rust.

TELLS VIRTUE OF SOFT WHEAT

Believing the Soft wheat growers, dealers and millers will all benefit from a broadcasting of the "kitchen advantages" of Soft wheat products, the United States Department of Agriculture is issuing statements to the press on that subject. One bulletin says:

For many home uses Soft wheat flours are just as good or better than the hard-wheat product. It is easier, home economics specialists have found, to make tender cake and flaky pie crust with Soft wheat flour.

The flours from Soft wheats have a velvety texture somewhat like corn-starch, and those from Hard wheat are usually more gritty, but it requires some experience and a fine seuse of touch to detect this difference. Experts usually do it by taking a pinch of flour and rubbing it lightly between the thumb and the third finger. Another way is to squeeze a handful of it lightly and notice, as the hand is opened, whether the flour remains in a mold and shows the impression of the fingers. In this test a Hard wheat flour acts more like a powder and the mold breaks up more readily than that of a Soft wheat flour.

PUTS LOW VALUE ON 1925 GRAIN

In issuing its grain reviews, the Department of Agriculture at Washington, D. C., usually bases grain value on grain market quotations and not on hog and cattle prices as farmers frequently do. The following observations are interesting nevertheless: Despite increased production of grain crops in the United States the past year, the gross value of these crops was $708,000,000 less than in 1924, based on December 1 farm prices, according to estimates published by the Department.

The gross value of grain crops for 1925 is placed at $3,810,713,000 compared with $4,518,716,000 in 1924. The largest deficit is in corn, of which 2,900,581,000 bushels were produced the past year compared with 2,312,745,000 bushels in 1924, but the gross value of which is estimated at $1,956,326,000 for 1925 compared with $2,270,564,000 in 1924.

Winter wheat production was nearly 200,000,000 bushels less than in 1924, and although the December 1 price was somewhat higher the past year than in 1924, the gross value of the crop was $589,504,000 compared with $776,227,000 the preceding year. Spring wheat, on the other hand shows an increase in gross value, being estimated at $358,489,000 for 1925 compared with $344,560,000 in 1924.

All the other grain crops including oats, barley, rye, buckwheat, and flax, but not including rice, show decreases in gross value, ranging from a decrease of $515,000 on buckwheat to $155,000,000 on oats. The rice crop shows an increased value of $6,290,000 over 1924.

CORN BELT ELEVATOR PROFITS BY SEED SIDE LINE

Some elevator managers have been slow to take up sidelines of one kind or another for fear that they will interfere with the straight grain handling business in the rush season. They admit that in

S. A. McMASTER ELEVATOR. HORNICK. IOWA

the slack months when the grain is yet in the field, they have plenty of time to develop several side businesses. Yet they hold off from the proposition, skeptical of the effect it may have on the regular grain trade at the plant. This problem has not baffled the management of the S. A. McMaster Elevator Company, at Hornick, Iowa. There, as in many well run plants today, a sideline has been chosen, the peak season of which is during the slack season for grain handling. Grass seed is the most profitable business in this Hornick concern. It is handled in great quantities at this time of year, but around harvest time, of course, it in no way interferes with the great corn, wheat and oat's trade which the well equipped elevator of S. A. McMaster is prepared to receive. This plant is the only one operated by the company, and so benefits from the full attention given it by the owners and managers. Hornick, Iowa, and the community of which that town is the center, are dependent on this 10,000-bushel house, and one other, a farmer-owned plant, for the storage and marketing of the grain harvested on the fertile land of Woodlawn County. That county is one of the westermost tier, and Hornick is within but a short run from Sioux City, Iowa. The Omaha market is also accessible.

The S. A. McMaster plant is served by the Chicago, Milwaukee & St. Paul Railroad. Grain can be loaded out at the rate of 1,500 bushels per hour. An equal receiving capacity provides rapid handling for the farmers loads when they are brought in. The plant is electrically operated throughout. The belt conveyor feeds the grain to seven bins—the house is of crib construction with steel siding and roofing. One efficient 7½-horsepower motor turns the shafts.

This elevator is not of pretentious design; it serves a moderately sized community. The 60-foot height on the foundation area of 414 square feet, allows for ample storage space to meet every seasonal demand. Completing the equipment at this Hornick elevator two heavy-capacity truck scales, and one large air dump. Operations were started on July 25, 1925. Already the company has a large following of farmers on which it can depend and also a substantial trade in grass seed, the sideline which dove-tails so well with the main line in question, grain.

SOVIET EXPLAINS ITS GRAIN TRADE

The situation of the Russian grain market is explained in a statement lately received by the *Dayton News* which declares the following paragraphs are direct from the Soviets' Commissariat of Foreign and Domestic Trade. According to the statement, while the government's expectations regarding the crops were not met on account of unlooked for difficulties, the situation is much more favorable than at any time since the World War. The Commissariat stated:

Our grain export campaign met with serious difficulties through the high domestic prices and the catastrophic lowering of prices in the world market last fall. The situation resulted in an insufficient margin of profit in the export of grain and this forced a change in the shipping program for the remainder of the year, with a view to lowering prices and increasing shipments of oil-making grains which formed 81 per cent of last year's exports.

Out of the total grain sold this season only 13 per cent was disposed upon a low market. Half of this was barley which we were obliged to deliver when the situation was bad. Our discontinuing shipments of other grains bettered the world market, which in the last half of November showed a tendency toward rising prices. Despite unfavorable conditions the five months' season gave positive results.

The Commissariat in conclusion gives the following revised estimates of the crop: Rye, 780,000,000 bushels; oats, 666,000,000 bushels; wheat, 640,000,000 bushels; corn, 291,000,000 bushels; barley, 270,000,000 bushels; oil grains, 8,139,000 tons. Total, 70,844,000 tons. This is only 4 per cent less than the August estimate.

BURN $190,000 WORTH OF WHEAT MORTGAGES

Not long ago there occurred a celebration in Sherman County, Ore., which is typical of the prosperity sentiment pervading the west coastal wheat belt at the present time, In celebration of the fact that Sherman County had raised a $2,000,000 wheat crop last year and the farmers had been able to pay back all loans for seed wheat made by the state, following the big freeze last winter, the banquet attended by farmers and state and county officials.

A feature of the gathering was the burning of the 268 mortgages which had been given by farmers of the county to the state in return for loans for purchase of seed wheat. The mortgages represented loans aggregating $190,000, all of which have been paid back by the farmers, with interest. The celebration was held on the anniversary of the cold wave last winter which destroyed the Winter wheat.

It was brought out by speakers at the gathering that as a result of action taken by the legislature in making available a fund for the purchase of seed wheat, farmers had been saved from virtual bankruptcy and were now in good condition financially and had been able not only to take care of the state loans, but also other obligations. The $2,000,000 wheat crop in that county had been made possible by the state loans, it was declared, inasmuch as it would have been impossible for the farmers to obtain money for new seed from any other source, the banks of that district having gone the limit in advancing funds to farmers. Governor Pierce and Secretary of State Kozer were both in attendance at the gathering.

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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.
We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., MARCH 15, 1926

"BREATHING" OF ELEVATORS

EXPERIENCED operators look to their rodding in March. Lightning is on the way. It waits for no man.

Aside from good cables, rods, and thorough grounding, no other consideration for lightning protection is more important than allowance for the plant's "breathing" quality. Certain types of houses give and contract as they are loaded and emptied, to a degree not suspected by their owners. Ample allowance should in all cases be given for the expansion and contraction of elevators, which take place in rush seasons.

There should be enough slack in the cable to prevent that strain or pull on fasteners which, unless provided for in advance, will come to your attention at an inconvenient time.

AFFAIRS AT WASHINGTON

CONGRESS is now half finished with its current session, for all indications at the capitol now point to a June adjournment. The two major accomplishments thus far are the approval of our World Court connection, and the agreement for a two-year lower tax program. A third accomplishment, negative but nevertheless important, is the deadlocking of agricultural surplus relief legislation. Viewing the situation from a disinterested angle, here is the picture.

A block of midwestern agricultural states producing wheat, corn and hogs, demands legislation creating Governmental machinery for raising and stabilizing exportable surpluses, selling them abroad at lower world prices, and meeting the loss by distributing it over producers through an excise tax. They have organized for a five-year fight. They are mainly Republican states, supposed to be in sympathy with the administration. But the administration does not favor the excise tax. Hence the deadlock.

The third power on the outside of the deadlock which is forcing the defeat of any bill such as the Dickinson measure, is organized business, an example of which is the Grain Dealers National Association. This group says such legislation would be costly and would give the farmers small relief from marketing uncertainty, which they seem to think is the root of all their troubles.

A less important factor outside of the deadlock is the agricultural South with which the surplus bloc of the Middlewest is trying to form a coalition. This is difficult because the agricultural groups within the surplus bloc are far from agreement. Their attitudes insofar as convention resolutions go, show a good front. Behind the scenes they have many weakening reservations and divisions of opinion, particularly among the various co-operative marketing associations themselves.

CHECKING SHIPMENTS

THIS issue, on Page 565, contains the second part of a preliminary report on destination of grain shipments from Illinois country elevators. Lacey F. Rickey and associates in the College of Agriculture at Urbana, Ill., are responsible for the work which will be of interest to both country and terminal market operators. It would be interesting for the individual country shipper, for example, to check the destinations of his shipments of wheat, corn, and oats against those of the average in his particular part of the state. Those contemplating purchase of new plants will possibly be enabled to make a more strategic choice of location through the experience of the 300 elevators crystalized in this study.

The report will not be an astonishing eye-opener for the terminal manager. He knows quite well the bounds within which he can profitably reach for grain. Yet it is conceivable that by checking his receipts against the general type and origin of receipts for the entire market in which he is located, he can get something to think about. Readers wishing copies for their private use may obtain them by application to the Department of Agronomy at Urbana.

LESS WHEAT, MORE CORN

LARGER stocks of corn, oats, and barley were held on farms March 1 this year than on that date a year ago, while stocks of wheat and rye were smaller. The Department of Agriculture's report of March 9, listed corn on farms at 1,318,793,000 bushels; wheat, 99,279,000 bushels; oats, 577,064,000 bushels; barley, 466,000 bushels; rye, 6,830,000 bushels.

The chief causes for the increased holding of corn are by this time well known. A fairly large crop, sagging price, and a large percentage of unmerchantable grain were all heavy retaining influences. This general situation, however, is by no means duplicated in the Southwest and Southeast where corn production last year was curtailed by drought.

Wheat stocks as shown in the report are considerably smaller than the five-year average for this period. The markets are still running on the level created by the price reaction to that information.

THE LEAST YOU CAN DO

A MOVE to enforce the liability of railroads and other common carriers for loss of or damage to grain shipped in bulk is made in a bill introduced in the House of Representatives by Congressman Denison of Illinois. This would be accomplished by adding to the Interstate Commerce Act a provision making void any rate schedule containing any clause exempting a carrier from his regular liability. The commission would be directed to reject any schedule offered containing such provision except that it may provide:

(1) For a "tolerance" allowance not exceeding 60 pounds per car, in the settlement of loss and damage claims with respect to grain shipped in bulk.

(2) For allowance that the carrier, if not otherwise liable, will not be liable for loss if he can prove the loss resulted from natural causes.

While it is true that Congress is flooded with bills, there is a good chance of getting this bill out of Committee if the grain trade and various farmer organizations make a concerted effort through their Congressmen to get action on this measure. The Grain Dealers National Association, through Henry L. Goemann, chairman of its Transportation Committee, has been active in initiating the bill. The least others can do now is to write the representatives from their districts, urging them to discuss the matter with the Interstate and Foreign Commerce Committee of the House. Lacking pressure, the bill will rest in state in the obscurity of one of this committee's filing cabinets. It's to your interest to get it out of there.

THE NEW GAME

HUNTING alternatives for the excise tax is now a major sport for crop surplus legislation leaders at Washington. The determined opposition from all sides to the excise tax plan or anything resembling it, has forced them to it. The Government's assumption of the export loss is one substitute advanced. With the Coolidge economy program or any kind of a common sense program that seems out of the question. Thumbs are turned down on that scheme with little hesitancy.

Another compromise is based on storage of the surplus, with indirect government financing. That has been described by some congressmen as "politically possible." But the merits of the plan have not been estab-

lished, and in the long run it probably would not satisfy the surplus bloc. It is not drastic enough.

The alternative with the strongest possibility at present seems to be the enactment of some sort of semi-Dickinson measure, creating a Federal Farm Board, a kind of "federal reserve system for agriculture." Members of this board would have some authority of a vague quality, over surpluses. The Administration's alternative, if it can get its way, is a program for the reorganization of crop production schedules, stronger marketing associations, and the eventual, natural elimination of surpluses.

Control of surplus and crop price is about as practical an undertaking as control of the weather.

That it is proving to be a puzzling subject, even to congressmen, should cause no wonder.

EDITORIAL MENTION

Dairy experts are now proclaiming that the South is potentially the greatest dairy farm area of the entire country. That will mean a better dairy feed market than ever for dealers who stock that profitable sideline.

New apparatus at the Jersey City pier terminal of the Pennsylvania Railroad transfers grain from cars to barges at the rate of 10,000 bushels per hour. A great increase in grain traffic has been credited to the installation of the new equipment.

Control of more than 65 per cent of the Soft Winter wheat produced in the United States is the aim of the proposed expansion into Illinois and Ohio of the Indiana Wheat Growers Association. The pool is expanding, geographically at least.

Two planting reports of interest to dealers have been definitely scheduled by the Department of Agriculture. On Friday, March 19, a report on intentions to plant spring sown crops will be released. On April 9, a statement on the condition of Winter wheat and rye will be issued.

The Interstate Commerce Commission is showing a little more speed of late in wading through grain cases on its docket. The latest decision is the suspension until July 8, of certain rate schedules of the C. B. & Q., which proposed to restrict transit privileges on grain and grain products to Denver, Colo. The ruling became effective March 11.

The National Lumber Manufacturers Association says that frame buildings have fewer fires than other types of buildings. A fire prevention organization, using the same set of figures as the lumbermen, interprets them to mean that nearly twice as many fires occur in frame buildings as in other types of buildings. Whichever organization is nearer right, one important factor to be considered is the fact that many fires in brick, concrete or metal structures are chargeable to the combustible character of the wooden interior.

The general business condition in Iowa is chargeable to the banks rather than to its corn crop. The situation there is on the mend of course, yet since the first of the year failures in Iowa banks have been continuing at the rate of about one per business day. Of the 613 failures in 1925, 38 per cent were banks of less than $25,000 capital and 30 per cent were banks whose capital was somewhere between $25,000 and $50,000. Control of crop surpluses by a Federal board will not eliminate careless banking, one of Iowa's actual troubles.

There is usually more pussyfooting and bunk per word in convention resolutions than in any other type of printed matter. Standing out in bold relief therefore, is the resolution adopted by the Farmers Grain Dealers Association of Illinois, meeting in Peoria. After 20 years' experience, the members declare they are ready to solve their elevator problems independent of the alleged aid of various farmer welfare organizations, whose activities so uneconomically overlap. The members forget that politicians must have bureau office positions to bestow, and that ex-governors must maintain "farmer contact" organizations. The farmer-dealers' resolution is printed in full on Page 577.

Here is the introduction to the advertisement which won the $1,000 Harvard Award, founded by Edward W. Bok, for the most distinguished single advertisement appearing in 1925. The advertisement was prepared for *Nation's Business*.

> If we think the price of wheat is too low, we say to Washington—"Please raise the price of wheat." If we think the price of sugar is too high, we say to Washington—"Please lower the price of sugar."
>
> We ask Washington to lower the freight rates and in the same breath request higher wages for railroad labor. We haven't yet thought of a glorious third law compelling the railroads at the same time to pay higher dividends—and to pay them oftener. Aren't we asking too much of our legislators? They are not supermen. . . .

The above text is as true now as when it appeared last October.

Virtual exoneration of United States grain shippers of the often repeated charge of blending Canadian wheat passing through this country with our grain and selling the "degraded" product as Canadian was given at a recent Vancouver convention. The Dominion's Grain Commissioner Robinson presided at the meeting which was attended by a large number of representatives from the prairie wheat sections. To the question, "Has the Canadian Grain Board control of certified grain after it goes to foreign countries?" Commissioner Robinson replied, "No." He said that as far as shipping grain via Buffalo went, the choice of routes was a right of the shipper and that the Canada Grain Board has no power to change the direction. To the question "Is Canadian wheat degraded when it passes through the United States?" he replied, "No." "Do they use Canadian certificates to get better prices for American grown wheat?" was a query to which he also entered a specific, direct denial. It came as a surprise to some of the Canadians that at least 64,000,000 bushels of United States wheat paid Canadian transportation and terminal charges and was shipped out of the Port of Montreal in 1925.

Benefits accruing to the farmer by virtue of our tariff, far offset any minor cost which the port duties involve. To enter this country and compete with our grain and other farm products, the $780,000,000's worth of agricultural produce imported last year had to pay an entry fee of $260,000,000. Duty free, this volume would have had a tremendous effect in lowering domestic grain prices.

A plan for the creation of a "sixth great lake" north of Lake Superior and capable of delivering an estimated 15,000 cubic feet of water per second into the Great Lakes system, is now being advanced by a Canadian Railroad Engineer. The proposed lake would cover 18,000 square miles or about a third the area of Illinois. It would buoy the general lake level to the benefit of shippers, say its promoters, and at the same time allow of adequate water diversion by cities at the foot of the lake system. Certainly no one in the United States would object to Canada flooding 18,000 square miles of its land. What Canadians themselves will think of such a plan can be waited for with hope yet with not too much optimism.

The ethyl acetate-carbon tetrachloride mixture recommended by the Bureau of Entomology of the United States Department of Agriculture as a grain fumigant has been of great interest to a representative of the South African Railroad Company. The problem of protecting corn in South Africa from weevil attack after it has been delivered at the local elevators, situated along the railroads, and during shipment from these to the terminal elevators, whence it is shipped to European points, is a most serious one. Since this corn is handled a considerable number of times, it is believed that the objection to the odor of the fumigant left on the grain will be largely overcome. Ethyl acetate-carbon tetrachloride is especially valuable because it can be used at elevators without entailing a fire hazard.

Japan and Kansas—as grain producing areas are interesting in comparison. Japan with an area of 260,738 square miles had a wheat crop in a fiscal year recently ended of 30,991,000 bushels, which is about a fifth of the Kansas wheat volume (153,534,383 bushels) for 1924, produced in an area about a third the extent of Japan's 82,158 square miles. The islanders did a little better in oats, harvesting 38,753,000 bushels compared to the 39,852,147 bushel yield of Kansas. As to barley, Kansas netted 11,478,941 bushels with the honors going to the Japs who harvested 44,812,000 bushels. Japan's population is about 75,000,000 while that of Kansas is 1,797,489.

R. M. WHITE
Duluth

NEWS OF THE TERMINAL MARKETS

A. E. RUST
Cairo

MORE CORN BACK ON FARMS

The season for field work on farms is rapidly approaching, and corn hauling will be of a more or less spasmodic nature until after corn planting is completed. Recent reports indicate more corn held back on Illinois farms than usual both in percentage of crop and bushels, so our guess is that late spring and also summer movement to market promises to be of good volume, particularly so, should prospect for growing crop be favorable.

As we read the situation, farming communities generally feel that city folks, whose earnings are more or less protected by labor and trade organizations are enjoying more prosperity than they and feel that rather than see any further advance granted to railroad employes, for example, that a revision downward of freight rates on commodities produced or used by farmers would be more equitable; in the meantime farm lands are slow sale at very reasonable prices.—*H. I. Baldwin & Co., Decatur, Ill. From market letter of late date.*

DULUTH ADDS TO RULES

To line up with the new naticnal regulations governing the handling of grain at the terminal markets, members of the Duluth Board of Trade have voted favorably upon an addition to the Board's rules providing for the delivery of inbound freight bills upon deliveries of all grain received at the elevators under contracts for future delivery. The effect of the new regulation will be that the elevators will have a complete check on all grain tonnages handled during the season, thus making it easier for operators to figure out where they stand as regards stocks. The addition to the rules passed upon is worded as follows:

Upon all warehouse receipts delivered on contracts for future delivery the party making the delivery shall, when requested, within a reasonable period thereafter, provide inbound freight bills representing an equal quantity and kind of grain, which bills shall have at least 60 days to run from the date of the making of the delivery before expiration, and the freight bills so provided shall be such as will enable the grain represented by the warehouse receipts to be shipped on the proportional rate in effect upon the dates of shipment from points of origin of the freight bills from Duluth to any points to which proportional rates are applicable from Duluth. If the grain loaded out of any elevator on such receipts shall contain dockage, the elevator shall deliver to the owner of the receipts additional freight bills of such amount and character as will enable the shipment of the gross amount to be made as provided in this section.

VOLUME OF GRAIN FUTURES TRADING IN FEBRUARY

The trading in grain futures on the Chicago Board of Trade, Chicago, Ill., aggregated a total of 1,125,041,000 bushels of wheat in February, according to the report of the Grain Futures Administration, as compared with 1,581,584,000 bushels in the month of February preceding. There were 217,029,000 bushels of corn traded during February, against 623,717,000 bushels in February preceding; oats, 53,629,000 bushels against 310,444,000 bushels; rye, 38,162,000 bushels, against 81,501 bushels in February preceding.

The average open contracts in futures on the Chicago Board of Trade for February were: Wheat, 109,023,000 bushels as compared with 114,181,000 bushels in February, 1925, and 111,992,000 bushels iu January, 1926; corn 54,717,000 bushels in February as compared with 81,782,000 bushels in February, 1925 and 45,959,000 bushels in January, 1926; oats, 53,664,000 bushels in February as compared with 110,530,000 bushels in February, 1925, and 52,998,000 bushels in January, 1926; rye, 15,015,000 bushels in February, as compared with 22,886,000 bushels in February, 1925, and 12,713,000 bushels in January, 1926.

GEORGE A. PLUMMER GOES WITH CLEMENT, CURTIS & CO.

George A. Plummer has become associated with Clement, Curtis & Co., with offices in the Illinois Merchants Bank Building, Chicago. He enjoys a large acquaintanceship among bankers, millers and the grain trade in general throughout the country as the result of his years with large brokerage houses.

Perhaps no one place offers better opportunity to

GEORGE A. PLUMMER

gain acquaintanceship with the foregoing classes of business men than a Chicago brokerage office and in his capacity of manager of the customers' department of E. W. Wagner & Co. for 14 years it was his pleasure to add almost daily to the large number of men known who are active in the grain, cotton and stock markets.

Mr. Plummer feels rather close to the grain trade, stating that his vacation days in boyhood were often spent in watching the wheat threshing crews at work in the hot August sun in the Red River Valley of the North, and ever since has had an active interest in cereal production, consumption and prices.

In his new association Mr. Plummer is afforded excellent contact with all parts of the country through the Clement, Curtis & Co. wire connections with E. F. Hutton & Co. in New York extending down the East seaboard to Miami, on the west to the Pacific Coast, and with H. & H. Beer of New Orleans throughout the South.

TRAFFIC MEN WILL MEET

Continued wrangling between the grain markets of the Middle West which have been going on for many years, haggling over rate advantages, should be minimized, or largely eliminated according to John L. Bowlus, manager of the Transportation Department of the Milwaukee Chamber of Commerce, Milwaukee, Wis.

Mr. Bowlus reports that the grain market transportation managers have gotten together, including the representatives of the Kansas City, Duluth, Minneapolis, Memphis, Sioux City and Cairo exchanges and several other leading cities and formed an association. This association will meet at various and stated intervals, Mr. Bowlus declared and all market difficulties will be ironed out at these meetings if that is possible.

The plan is for the rate men to present a united front to the railroads. This should eliminate many of the complaints which now have to come before the Interstate Commerce Commission, Mr. Bowlus believes.

"Much time and considerable money will be saved through this organization," said Mr. Bowlus.

"The association was started to promote the general welfare of all of the terminal markets. It is planned to give all traffic representatives the chance to meet in friendly session and by frank interchange of views to eliminate wherever possible the cause of friction between the different markets. We will discuss matters of common interest to all markets. We will consider subjects relating to uniform practices which affect all markets alike. We will take such action on all issues as seems to be wise and expedient and thereby eliminate all differences betwen ourselves."

Mr. Bowlus said these traffic men will get together and settle most of their troubles between themselves, so that it will be no longer necessary for one market to battle with another before the Interstate Commerce Commission over some rate problem, or transportation privilege.

KANSAS CITY FIRM IS DENIED THE MAILS

According to notification received by the Better Business Bureau, of Kansas City, Mo., the Postal Department at Washington, D. C., on March 5, entered a fraud order against the Traders' Brokerage Company, 1016 Baltimore Avenue, Kansas City, Mo., and J. L. Hurst, manager of the concern. The order stipulates that all mail received at the Kansas City Post Office for that company will be returned, marked "Fraudulent."

The company is said to have succeeded H. C. Schauble and his *Investor's Daily Guide*, against whom the Better Business Bureau of Kansas City was instrumental in obtaining a similar fraud order under date of June 23, 1925. The Bureau, viewing the operations of the brokerage company as an attempt to circumvent the original fraud order against Schauble, investigated the Traders' Brokerage Company and reported its findings to the Postal Department. It was found that the *Investors' Daily Guide* had been transferred to the Traders' Brokerage Company, and that Schauble had taken a mortgage on the new company from Hurst.

The advertising used by Hurst in various newspapers and magazines was identical with that formerly used by Schauble's concern, according to the Better Business Bureau. Those who answered such advertising received a market letter offering advice as to safe investments in grains, and were given a contract which offered "advance guarantees" and "decline guarantees" for so-called "safe trading." Since the limits for these guarantees were placed several points at variance with the current status of the grain market, the investor's chance of realizing a profit was very small and was highly speculative.

Schauble's "guarantees," according to the Bureau,

were merely "puts and calls" transactions. No proof that the deals were ever actually consummated for customers was discovered in the course of the investigation, although the advertising literature sent out implied that such was the procedure practiced by the company. The following is representative of the advertisements used by Hurst:

MONEY IN GRAIN

$12.50 buys guarantee option on 10,000 bushels of wheat or corn. No further Risk. A movement of 2c from option price gives you an opportunity to take $200; 1c, $100; etc.

Write today for particulars and free market letter. Traders' Brokerage Company, Dept. A-20, Pioneer Trust Building, Kansas City, Mo.

The many transactions exposed by the Schauble fraud order disclosed one of the most spectacular and far-flung schemes in the country preying upon thousands of uninformed investors in various professions and in various financial circumstances, such as clerks, farmers, war veterans, house-maids, school teachers, preachers and others to whom were extended the lure of making large profits in grain trading. The Hurst concern is said to have used the same mailing list to whom Schauble had sent circulars. It is estimated that 25,000 names of persons were included in the list, all of whom had been given the opportunity of "safe trading in grain."

THE ELECTION AT DETROIT

The election of officers on the Detroit Board of Trade, Detroit, Mich., to serve for 1926, took place early in March resulting as follows: For president, William G. Lichtenberg; first vice-president, Armin Rickel; second vice-president, Fred G. Emmons. The following were chosen Board of Directors: C. R. Huston, Fred W. Blinn, Ernest C. Stott, Gerald Hulett.

EMPLOYS EXPERT SCALE MAN

The Board of Directors of the Cincinnati Grain & Hay Exchange, Cincinnati, Ohio, has added George Wager, scale mechanic, to the personnel of the weighing department of the Exchange. Up to the present time the Board of Directors, has required members of the Exchange to have their scales examined at their own expense by a recognized scale company, whenever the weighing committee required the same. Mr. Wager's duties will be to make frequent examination of scales without cost to owners; to make minor repairs, when necessary; to condemn scales when, in his judgment, condemnation is in order; and to supersede any deputy weigher when it is deemed necessary.

SMALL WHEAT CARRYOVER JULY 1

The total stocks of wheat in the United States on March 1 including Government figures and Bradstreet's visible are 219,000,000 bushels. Season's supply including Government estimate of production and July 1 stocks was 752,000,000, subtracting the March 1 stocks from the supply indicates a disappearance in the eight months of 533,000,000 of which about 57,000,000 were net exports, leaving 476,000,000 for domestic disappearance.

In the past 10 years, about 75 per cent of the year's domestic disappearance and 71 per cent of the years exports occurred prior to March 1. On this basis the years domestic disappearance would be 637,000,000 and net exports 80,000,000, leaving for the next four months 161,000,000 for domestic disappearance, 23,000,000 for net exports and 35,000,000 remaining for carryover July 1, 1926.

Stocks of wheat on farms March 1 as reported by the Government are the smallest since 1895; and, reduced to a basis of per capita of population in the United States .88 bushels, is the smallest on record.

Compared with the average per capita holdings for the past 10 years, stocks on farms are 38 per cent less; stocks in country mills and elevators viz., .66 bushels are 29 per cent less than the 10 year average. Visible stocks .39 bushels are 35 per cent less; total in the three positions viz., 1.93 bushels per capita is 35 per cent less than the 10 years average and the smallest on record.

The average domestic disappearance of wheat in the four months March 1 to July 1 in the past 10 years averaged 1.5 bushels per capita, net exports .6 bushels and carryover .8 bushels.—*Nat C. Murray, Statistician with Clement, Curtis & Co., Chicago, Ill. Letter of March 12.*

PROMINENT BALTIMORE MERCHANT PASSES ON

For upwards of 40 years, John W. Snyder had been identified with the Baltimore Chamber of Commerce, Baltimore, Md. He was successful in business and the firm of which he was at the head, Hammond, Snyder & Co., was considered one of the strongest on that market, both from a grain forwarding and handling end. He died early in February at the age of 77 years. Heart disease was the immediate cause of his death from which he had been a sufferer for several years. He was born in Martinsburg, W. Va., in 1848 and had lived in Baltimore since early youth.

It was in 1890 that Mr. Snyder formed a partnership with the late William R. Hammond and J. H. Smith as Smith, Hammond & Co., which a few years later became Hammond & Snyder and then Hammond, Snyder & Co. Throughout his life he was active in the interests of the Chamber of Commerce and served not only on the directorate but with various standing and special committees. He was also active in the affairs of the former Council of Grain Exchanges and served for a number of years as its treasurer. He was prominent in the Masonic order, being a Past Master of Mystic Circle Lodge. Past Eminent Commander of Maryland Commandery No. 1, and Past Grand Commander of Knights

THE LATE JOHN W. SNYDER

Templar of Maryland. His death was formally announced by the president of the Chamber at a general meeting of that body and Charles England, John H. Gildea, Jr., Richard C. Wells and William Rogers were appointed a special committee to attend the funeral.

He leaves a widow, Mrs. Anna T. Snyder, and three sons, W. Leroy, Herbert T., and Wm. W. Snyder. A sister, Mrs. William Carruthers, also survives.

CORN SITUATION WEAK

The receipts of corn here have been more than ample for the apparently diminishing requirements from the trade. An improvement at this season was anticipated but local supplies evidently are much heavier than have been figured on, with the result that this corn is now coming out in competition with western corn at much lower prices, and as a rule is a better quality. We cannot recommend consignments of corn at this time, owing to this condition. How long this will last is a problem as the eastern territory certainly has a wonderful corn crop.

Stocks of corn are commencing to accumulate here in volume and the cash situation is quite weak.

Oats continue to be neglected with the demand gradually becoming less and less. There is a noticeable decrease in the inquiries for oats for seeding purposes this year. One reason for this is on account of the fact that there has been a very good crop of oats and the farmers more or less have their own seed. Stocks in the elevators here are liberal in volume.

There are many inquiries coming into the market here regarding shipping ear corn. At one time Pittsburgh was the largest ear corn market in the country. This condition no longer exists. On account of the superior quality of the ear corn originating in the territory east of Pittsburgh and the fact that it is more carefully sorted and husked it seems very difficult to market the western ear corn on account of the fact that not sufficient care is taken in loading it. There was a time when fairly good ear corn from western territory could be marketed in the east and this is a thing of the past as what few remaining ear corn buyers exist usually buy eastern ear corn.—*Harper Grain Company, Pittsburgh, Pa. Market letter of March 12.*

GOOD DEMAND FOR OATS

The movement of corn from Ohio to this market has been very free up to the present time. The outside markets have been offering corn here at prices considerably under Chicago quotations and quite a lot of business has been done in Buffalo from these outside markets. The trade here has been expecting the movement from the country to become lighter and indications during the past few days show that this movement will decrease.

Receipts of oats from the country are very light and there is a good demand in this market from local mills for good No. 2 or No. 3 White oats. Merchants report the eastern demand on corn and oats to be very light.—*McConnell Grain Corporation, Buffalo, N. Y. Market letter of March 12.*

CHANGES IN MEMBERSHIP

Chicago.—The following memberships on the Board of Trade have been transferred: Thomas P. Lahey, James Rowan, John A. Power, Jr., W. A. Stickney, Estate Winfield S. Day, Joseph Quintal, John P. Crebs, Thomas L. Boyd, Louis Brooks, Charles E. Walters, Warren S. Lewis and John Q. Syme. Memberships on the Board have been granted the following: Clarence H. Girton, Edward P. Field, Daniel E. Wade, Sidney J. Adams, Hugo Stolley, Jake Marks, Carroll V. Geran, Russell Clark, James Coker, Almar H. Shatford, Joseph A. Meyers, and Harry B. Heywood. Reported by Secretary James J. Fones.

Milwaukee.—Darsie E. Dickinson has been elected to membership in the Chamber of Commerce. The membership of A. E. Bush has been transferred. Reported by Secretary H. A. Plumb.

NEWS OF VAN WERT COUNTY

Our new crop wheat is coming along nicely because the ground has been frozen up most all winter, not much lifting of the sprouts as yet.

The lateness of the spring weather is delaying the seeding of Clover, Alsike and Timothy but we are selling seed very freely and an unusual amount of Sweet Clover about five times as much sold to date as was Sweet Clover sales last year. Alfalfa seed is in good demand. Farmers are hesitating paying the high prices for Clover and are using Alfalfa and Sweet Clover as a substitute, buying the much cheaper seed.

There has been a continued heavy movement of heavy moisture corn during the winter months, most of the bad corn has been shipped out and the better grades remain, of which 40 per cent is in the farmers' hands.

Oats shipments have been very moderate because of the low prices, farmers holding for more money. The elevators are not holding any oats.

Good baled straw is higher and only about 10 per cent of the supply left on hands with five months demand before the new crop. We anticipate higher prices for straw. There is but little hay to sell and some of the lower grades are bringing straw prices. It must be fed on the farms.—*H. G. Pollock, manager The Pollock Grain Company, Middle Point, Ohio. Market letter of March 12.*

TERMINAL NOTES

A membership in the Chicago Board of Trade sold early in March at $8,500 net to the buyer.

The Trans-Mississippi Grain Company of Omaha, Neb., will install a new grain drier and purifier at the Rock Island Elevator at Coucil Bluffs, Iowa, to take the place of the drier equipment lost in

the fire recently of the company's elevator on the Union Pacific Railroad at Council Bluffs.

The Gage Grain Company of Winnipeg, Man., has been incorporated with a capital stock of $750,000.

The price of memberships on the Winnipeg Grain Exchange, Winnipeg, Man., has been raised from $7,500 to $10,000.

The Mississippi-Warrior Barge Line, operating between St. Louis and New Orleans, has resumed business for the season.

Gerald R. Martin, vice-president of the Brooks Elevator Company, Minneapolis, Minn., returned home early in March from a trip abroad.

John Fennelly, vice-president of the Hall-Baker Grain Company, Kansas City, Mo., is expected to reach home from Honolulu about April 1.

Ben H. Williamson, Jr., has joined M. G. Odeneal at Memphis, Tenn., to form the grain and feed brokerage firm of Ben H. Williamson & Co.

The W. S. Maize Products Export Association, Inc., Chicago, Ill., has filed an application with the secretary of state to dissolve the corporation.

L. C. Worth of the L. C. Worth Commission Company of Kansas City, Mo., has been admitted to membership in the Kansas City Board of Trade.

Wilbur B. Christian has resigned from the Feed Marketing Company of St. Louis, Mo., to form a connection with the Von Rump Grain Company.

W. D. Burdine, formerly of the Mississippi Valley Grain Company, is now representing on the Memphis market, Park & Pollard Company of Chicago.

Burgess H. Brown of the Norris Grain Company and Allen Logan of Logan Bros. Grain Company, are new members of the Kansas City Board of Trade.

The "open interest" in wheat futures on the Kansas City Board of Trade averaged 8,392,000 bushels in February as compared with 8,076,000 bushels in January.

Otto Waitzmann of E. R. Bacon Grain Company of Chicago, Ill., left home recently for San Antonio, Tex., where he will remain some time for the benefit of his health.

It is announced that Anheuser-Busch, Inc., of St. Louis, Mo., will start the operation of a yeast plant in one of its vacant buildings at St. Louis, Mo. It will have a capacity of 10 tons daily.

R. T. Thomas and F. Bergman, formerly with the Bergman Mill Feed Company, Minneapolis, Minn., have organized the Linseed By-Products Company with offices in the Corn Exchange Building.

At the annual election of officers of Calgary Grain Exchange, Calgary, Alta., P. Wolfe was elected president; S. W. Metcalfe, vice-president; and D. O. McHugh was re-elected secretary-treasurer.

Colvin & Co. and J. S. Bache & Co., grain and stock firms of Chicago, plan to leave their present location in the Woman's Temple for offices in the Illinois Merchants Bank Building. It is announced The Woman's Temple will be razed soon.

The annual statistical report of the Kansas City Board of Trade, recently issued, shows an increase in Kansas City elevator capacity last year of 4,625,000 bushels. The total elevator capacity on that market is now 36,172,500 bushels.

The American Trading Corporation has been incorporated in New York City to deal in grain, cotton, sugar, coffee, stocks, bonds, and real estate. Capital stock is $100,000 and incorporator is William M. Bennett of 15 William Street.

The officers of the Topeka Board of Trade, Topeka, Kan., for 1926 are as follows: E. B. Sewell, president; L. E. Howard, vice-president; C. L. Parker, secretary; E. J. Smiley, treasurer. Directors are: David A. Page, F. A. Derby, C. L. Parker, E. J. Smiley, L. C. Grub, J. M. Blair, and T. J. Myers.

Frank Summers and D. B. Frazee are now managing the affairs of the Security Elevator Company at Hutchison, Kan. Besides the large terminal elevator there are 18 country elevators included in the property. Philip Clarke, the former manager, has resigned to take a vacation in Florida and Europe.

F. C. Hoose, vice-president of the Norris Grain Company of Kansas City, Mo., left home early in March enroute for Europe where he plans to spend about three months.

The Moore-Seaver Grain Company of Kansas City, Mo., was recently granted a permit to do business in Texas. T. E. Ferguson of Fort Worth is the Texas representative.

"Industry—The greatest rewards of mankind are obtained by those who earnestly and conscientiously work."—from March calendar of Pope & Eckhardt Company, Chicago, Ill.

J. S. Waterman, Sr., of the grain and flour firm, J. S. Waterman & Co., of New Orleans, La., was recently elected president of the Interstate Wholesale Grocery Company of New Orleans.

J. F. Zahm & Co., Toledo, Ohio, report that Toledo of late has been doing a very nice cash business in wheat and oats, even though the market has experienced a sharp decline, premiums holding

Samuel Hastings Company, grain merchants of Cairo, Ill., has bought the Cairo Elevator & Mill Company plant. The mill has a capacity of 1,200 bushels of meal and three cars of feed a day. G. W. T. Seifert is manager of the mill.

John Wade & Sons, grain merchants and manufacturers of feed of Memphis, Tenn., are being reorganized with the addition of about $50,000 fresh capital. Joseph J. Wade, Sr., president of the Merchants Exchange, will be president.

W. T. Brookings and others have formed the Marshall Hall Grain Corporation of St. Louis, Mo., to take over the property and continue the business of the Marshall Hall Grain Company, effective June 1. The corporation is capitalized at $400,000.

The Bertley Company has been incorporated at Chicago, Ill., with a capital stock of $25,000 to carry on a general business in grain, flour and mill feed. The incorporators are Herbert R. Strauss, Frank M. Rosekrans, Mildred D. Rosekrans and Frank M. Rosekrans, Jr.

The Board of Directors of the Milwaukee Chamber of Commerce, Milwaukee, Wis., has appointed G. W. Krause a member of the Committee on Transportation to fill the vacancy caused by the resignation of Hugo Stolley who removed to Chicago early in the year.

Lyman Perin & Co. has been incorporated to carry on a general business in grain and hay at Cincinnati, Ohio. Incorporators are Lyman Perin, George R. Perin, S. A. Headley, E. A. Carroll and Bernice Meek. Lyman Perin was formerly head of Perin, Brouse, Skidmore Grain Company.

At the recent annual meeting of the Little Rock Grain Exchange, Little Rock, Ark., Guy Cameron was elected president and M. Tbibault was elected vice-president. August Probst was re-elected secretary. Directors chosen were John F. Weinmann, E. L. Farmer, C. L. Gordy, and H. H. Cochran.

The Abel-Whitman Company, Inc., has been organized with offices in the Produce Exchange Building, New York City, to engage in the grain, feed and brokerage business. The principals of the company are Joseph A. Abel and Paul Whitman who have had long experience in the grain and feed business.

Farmer elevator represeutatives and grain growers from Minnesota, North and South Dakota and Montana applied for a charter recently for the Northwestern Grain Marketing Company, which is to conduct a general grain business in Minneapolis, Minn. The incorporators of the company, who asked for the charter uuder the Minnesota co-operative law of 1923, include Lee M. Johnson, Des Lacs, N. D.; C. K. Christenson, John Lee and Frank Linha, Minot, N. D.; Arthur Steinhaus, Max, N. D.; Earl M. Johnson, Beardsley, Minn.; Ferment Derosier, Red Lake Falls; Arthur Anderson, East Grand Forks, Minn.; Marius Waldahl, Plummer; A. L. Dolney, Greenbush, and H. O. Tufto, Sacred Heart. According to the incorporators, it is the intent of the company to finance and federate the farmers elevators of the four Hard Spring wheat states so as to give them a common sales agency in the Minneapolis market and later acquire such terminal facilities as the company may require. The directors of the company met in Minneapolis, March 8, and elected the following officers: President, S. M. Arneson, McLaughlin, S. D.; first vice-president, James A. Mead, Glentana, Mont.; second vice-president, Frank Linha, Minot, N. D.; secretary-treasurer, E. Houston, Minneapolis, Minn.

TRADE NOTES

S. T. Edwards & Co., feed system engineers of Chicago, Ill., have a very attractive picture on their March calendar, the illustration being a tall, rugged cliff assailed by the waves. Beneath it are the words: "A friend may well be reckoned the masterpiece of nature."

The Strong-Scott Manufacturing Company of Minneapolis, Minn., a pioneer in the grain elevator and mill furnishing field in the Northwest recently made the announcement of a new factory building to meet the demands of their expanding business. They have just purchased a site in the growing northwestern industrial section of the city and will erect this year a new modern factory. It will have a total of 60,000 square feet of floor space with ample room for future expansion as needs may require.

Fairbanks, Morse & Co., of Chicago, Ill., have just issued Bulletin No. H338, embodying an "Electrical Machinery Catachism" and presenting in plain language the most important theoretical and practical features of the common types of direct current and alternating current motors, generators and control equipment. The use of the electrical motor for furnishing power in the modern grain elevator, both large and small, is constantly increasing. It is the purpose of the Bulletin to give information covering the various points that could arise in the application of electric motors to power driven machinery so that the operator may have a better comprehension of electrical apparatus generally which may be utilized both in buying equipment and making repairs. Such leading questions are asked and answered, as, "What is electricity?" "What is a synchronous motor?" etc. The Bulletin is profusely illustrated with handsome half tones. It will be mailed to any of our readers, free, upon request.

Articles of incorporation have been filed with the secretary of state of Indiana for Nordyke & Marmon, Inc., of Indianapolis, which will carry on the grain elevator machinery and flour mill business of the former Nordyke & Marmon Company. According to officials of the company, the organization of a separate concern to take care of this business is necessitated by the increased volume of business and the plans for extensive expansion which are contemplated. The new incorporation means that the milling business will be carried on in the name of one of the oldest institutions in Indianapolis, which has operated for more than three-quarters of a century in the designing and manufacturing of high grade machinery for building flour and other cereal milling plants, as well as special machines for grain elevator work. The milling machinery built by the Nordyke & Marmon is found in every part of the world and its extraordinarily extensive use in this country has led the company to adopt the slogan "America's Leading Mill Builders." In addition to building mill machinery, the company also operates a commercial iron foundry. During the past 10 years the growth of this mill business has been phenomenal, business having increased more than 100 per cent over the previous 10-year period. The wide spread and increased export business marks a very interesting feature of this growth. The commercial iron foundry has increased its business more than five fold during the past year. According to statements made by the officials of the new company, the prospects for 1926 in the mill machinery business are very encouraging and it has every apparent indication that it will be a record year.

Our Man-Size Rival--The Argentine

Argentina Increases Grain Exports in Few Years and Compares Favorably with United States as a Surplus Country

By EARL W. GAGE

A LEADING New York banker recently returned from an extensive tour of the Argentine Republic, and, in a nut-shell, his advice to American business enterprises is to keep an eye on our healthy competitor. For, he said, "Financial and economic conditions in Argentina have developed to a point where the belief prevails that the South American Republic is on the threshold of an era of prosperity that is destined to surprise the world."

Commenting upon Argentina's trade last year, this banker pointed out that 4,500,000 tons of wheat were exported from the country, mostly to Europe, or almost 1,000,000 tons more than in 1923. The corn exports totaled 4,600,000 tons, a 50 per cent increase over the year previous, while about 500,000 tons of linseed were shipped, of which one-fourth came to the United States. Thus, in all, the Argentine contributed a total of 12,000,000 tons of cereals in the last year, every ounce of which erected stiff competition to American producers and distributors. So, we see, this country which we often think of as a small segment of South America is really a man-sized competitor to consider.

Up to very recent times, the Argentine has been solely an agricultural country—a vast empire of

ARGENTINE CORN CRIB

territory adapted to grain raising and stock farming. But a new spirit of progressiveness has taken hold of the rising generation, manifesting itself in a desire to become independent of foreign sources for much formerly purchased in America and Europe, with the result that the country is soon to be a combination of agricultural and industrial. Hitherto, in good crop years import requirements were large; in poor crop years they were of necessity limited. With its industrial development the country's purchasing power and import demands will become less and less dependent upon climatic conditions, as in the past, though it may be expected to take an even greater part in world competition in the future, since scientific agriculture is being introduced, which will ultimately overcome many handicaps and hazards of the past.

If we could remove Argentina and Canada from our field of competition in Europe, what a sweet dream it would be, for these countries are our most serious competitors. Italy, France and England are her heaviest buyers, though Germany is just now getting back into ordering again from the Argentine, upon the same lines as before the war; namely, an exchange of industrial products for grains and meats. We are heavy buyers of her corn, though our farmers normally produce fully 70 per cent of the world's golden grain, and every now and again we buy a little wheat there. The present high freight rates from western states to the Atlantic seaboard, and the present quite equitable ocean freight rates, means that it is possible to ship a bushel of corn or wheat from Buenos Aires to Baltimore, New York or Boston for much less than the western area can transport it, and this is having now, as in the past, a tendency to turn many American dollars to the south instead of the west.

Argentina is a parallel in its southern sections to our North, her total land area being about two-fifths that of the United States proper, with 250,000,000 acres adapted to agricultural pursuits, of which 120,000,000 may be classed as in the cereal zone, less than 70,000,000 acres of which have as yet been put under the plow.

The promising regions of the Argentine stretch over about as many degrees of latitude south of the equator as the United States occupies north of that line. The southern republic, with its 1,100,000 square miles of area, is an elongated, distorted body. Continental United States, nearly three times as large, is massed, with none of its dimensions greatly exaggerated. If the tail of Patagonia were switched into the Arctic regions of North America, with the international boundary of northern Argentina cutting the southern tip of Florida, the South American appendage would wave over Labrador. The undeveloped apple region far north of Patagonia, with the valley of the Rio Negro as its backbone, would correspond to northern Michigan, Idaho and Washington. Farther north in Argentina and farther south in our country is the peach belt; in the Far West of both countries, amid the foothills and valleys of the grand Pacific ranges, are their most splendid vineyards; while broad fields of grain cover the upland plains which stretch from their greatest systems of fresh water.

When the United States is just putting on its overcoat for a cold snap of several months, down in the Argentine they are getting ready to enjoy summer, so that they are growing while we are resting, so that a steady stream of golden grain pours Europe-ward from each continent throughout the year. Argentina is in the midst of selling her surplus at about the same season we are, so that we meet up in world markets daily.

The middle of January, when wheat is being railroaded and lightered from the interior to the Atlantic ports of Buenos Aires and Bahia Blanca, is also the time of the linseed crop. Still later comes the wash of wine from the Far West. Wheat, linseed and oats are sown in June, July and August, and harvested principally in December and January. Maize or corn is seeded in November and is threshed toward the end of February or the first of March. There are two crops of wheat, corresponding to our Spring and Winter varieties, and sometimes three of Alfalfa.

In the order of their selling value, year after year for the past 20 years, the relative rank of Argentina's crops is this: Wheat, maize, linseed, Alfalfa, oats and sugar cane. For the past few years the lines of agricultural development have tended steadily upward; but in Argentina, as in the United States, the centers of production, both of wheat and corn, are shifting according to the same scientific and commercial principles. Each republic is advancing its wheat center into a cooler zone and its corn center into a warmer, the nutritive and lasting qualities of both grains being thereby enhanced.

Rosario, a fine, wide-awake city of slightly over 200,000, five hours by rail north of Buenos Aires, is the great interior shipping point. Lying on the broad and deep Parana River, with a splendidly improved harbor, ships of the largest tonnage may anchor in front of the city, and her modern docks and elevators have every modern facility for handling the grain which comes pouring in from the greatest western plains. At the height of the season every railroad that taps the vast fields in that direction is packed with cars filled with grain in bags or in bulk, and boats of every size and description are waiting at the docks to be loaded. The port is crowded to the edges with steamers, barges and lighters, and a procession of them is forging down stream, some of the larger craft bound for Europe and the smaller for the port of Buenos Aires.

ON WAY TO MARKET IN ARGENTINA

The metropolis receives large independent accessions over other railways, but the splendid grain country to the south is controlled by Bahia Blanca and the system of railways which contributes to her supremacy as the chief shipping port of wheat products in Argentina, not excepting Buenos Aires itself. Although Bahia Blanca has inaugurated a vigorous campaign to displace La Plata as the provincial capital, the city has heretofore been almost purely of a commercial cast. From that standpoint she would have acquired fame if only as the originator and developer of one of the most complete systems of wharfage and freight handling in South America. As a whole they are known as the Port of Ingeniero White, so named in honor of the English railway engineer who projected them more than 25 years ago. The shifting of the center of wheat production toward the south is further intrenching Bahia Blanca as one of the greatest primary markets for this grain in the world.

SACKED GRAIN AT SHIPPING STATION

For in the height of the wheat harvest there is no more bustling place in the world than Bahia Blanca and the country west of it for 400 or 500 miles. Laborers by thousands are being transported by anything available in the shape of a car, and

long trains are puffing along toward Ingeniero White, laden with golden berries. Sometimes as many as 3,000 freight cars, many of them huge, steel-framed and covered, are enroute, the wheat being carried both in bags and in bulk. At the port great ocean freighters are drawn up at the docks and two mammoth elevators, and several smaller ones, are waiting to receive the grain that cannot be shipped at once. Much of the same scenes, on a somewhat smaller scale, are enacted at Rosario, since Rosario is to the corn harvest of the North what Bahia Blanca is to the wheat harvest of the South.

There is probably no country which is better supplied with agricultural laborers, both cheap and otherwise, than Argentina. Those who toil in the

GRAIN STORAGE SHED

grain fields are largely transients from Italy, Russia, Spain and southern Europe—"the scum"—who find continuous work at good wages for five or six months of the year, usually from November to March, while the various crops are being harvested. The result is that while the crops are readily garnered, little of the land is occupied by permanent residents. The bulk of the work is done by these laborers who take their harvest wages to foreign homes, and the commercial profits of the crops are chiefly realized by large landowners and exporters. The last census report shows that there are, throughout the Argentine, about 200,000 holdings, of which about 61 per cent are exploited by their

COVERED CRIBS BUILT OF CORN STALKS

owners, who are usually non-residents; 31 per cent by tenants, and the balance by lessees, who obtain the use of the land by guaranteeing from 15 to 20 per cent of the crops.

All of which means that there is little permanency in the agricultural life of the republic. Outside of her few cities Argentina is one vast shifting camp—a raiser of raw products and an importer of everything finished. As a home land, as a country in which to rest secure, in which to plant a family and rear the children into stable members of a progressive community, such as we know of here in the good old U. S. A., it will be a long stretch of years before such a happy center rears itself in Argentina's farming country. This, however, is a problem which she has turned to us to solve, for she has borrowed several agricultural experts to train her young leaders, and she may be on the right track at last.

In a nut-shell: Argentina in the memory of men now living, who are not very gray haired, has stepped up from the back ranks to the forefront as a contender in world trade circles, and it is for the keen and up-and-doing grain seller to keep his eye on the Argentine. She has passed us in the bulk of her greatest grain crops—wheat, corn and linseed; she is on the way with other crops, while her horses and dressed meats are playing a more conspicuous part each year.

ILLINOIS ELEVATOR SHOWS GOOD PROFIT

The managing of a country elevator is a field in which there is a wide range of opportunity, and one in which the amateur is very liable to come to grief. The problems to be met and the subjects with which the owner has to deal cover a variegated group of activities, and the question of whether the enterprise is to be a success or not hinges a great deal on how the administrative functions are handled. This, of course, is true when the territorial conditions are such as to warrant an elevator in the first place, and in most states in the Middle West there exists ample opportunity for the right man. The history of many country stations has been changed from one of hand to mouth profits to one of substantial returns when the right man has taken hold.

Down in Ivesdale, Ill., which is on the Wabash Railroad's right of way, is located the elevator of the Ivesdale Co-operative Grain Company. The business was started in 1904, and kept about even until 1920, at which time its new manager, who is still in control, took hold. M. H. Hannon, when he undertook the management, successfully built up a surplus of $20,000, and has been able to pay 10 per cent on the stock, in dividends, each year since 1920; and in addition to this a patronage dividend of three-fourths of a cent per bushel was paid in the years 1924 and 1925. The company at this time is in first class condition, both as to return on the investment and the physical condition of the plant.

The elevator is 40 feet long and 32 feet in width. It stands 30 feet high, thus commanding the surrounding landscape. It is a frame, with metal cover structure and has the latest modern improvements and equipment throughout the various parts of the house.

The elevator has a storage capacity of 20,000 bushels, which is divided among 10 bins. No facilities for cleaning have been provided, as the plan of operation is predicated on the simple function of storage and merchandising. For weighing, one automatic scale is in use. Fire protection is one of the problems which has very carefuly been met, and the principal devices installed for this purpose are chemical extinguishers, 240 and 160-gallon engines having been installed.

Gasolene is used for power, and electricity for lighting the plant. The drive is a chain, 110 feet in length. During the course of the year approximately 250,000 bushels of grain are handled. The chief of these grains are corn, wheat, oats, and in addition, beans. As an important sideline the company also does a good sized business in coal. This is one of the most profitable phases of the business.

"CANCEL" WIRE UPHELD

"Please cancel those two cars best price possible," wired Owen & Barker, of Lynchburg, Va., to the Scholl Grain Company, Cincinnati, Ohio. The latter firm followed instructions, but Owen & Barker were dissatisfied with the disposition of the cars. So the case came up for consideration of The Grain Dealers National Association's Arbitration Committee No. 3, with the Cincinnati firm as plaintiff and the Virginia concern as defendant. The arbitrators have now announced a finding for the Scholl Grain Company of $400.

The committee, after careful consideration of the evidence, decided that the plaintiff was plainly within its right in following the instructions contained in defendant's telegram to them on September 1, 1925. There seem to have been no other controversies, says the committee, between litigants at that time, so the instructions must necessarily have applied to the two cars above referred to. In issuing these instructions the defendant plainly left the determination of the cancellation price to the fairness of the plaintiff.

The evidence further showed, say the arbitrators, that plaintiff requested defendant to indicate the size cars required, which requests were not replied to. Therefore, the plaintiff's claim based on 80,000-pound cars is in compliance with Rule No. 32, of the regularly adopted Grain Dealers National Association trade rules.

KRANZBURG ELEVATOR BUILDS SIDELINE TRADE

A line of country elevators, if operated with discretion and by those who are competent, often proves an asset both to the owning stockholders as well as the various communities which are served by the houses. Seldom do all the houses have the same conditions and problems to meet, but since general conditions are liable to be similar within the territory, unless the elevators are too widely scattered, there is plenty of latitude for working out joint economies.

Up in the Northwest, Creaser & Jacobs are successfully operating a line of 10 elevators, among which is the plant operated under the style of Kranzburg Grain & Fuel Company, in Kranzburg,

KRANZBURG (S. D.) GRAIN & FUEL COMPANY'S ELEVATOR

S. D. In addition to this unit, the company's elevators are located in Watertown, S. D. (the home town of Creaser & Jacobs, in which they have two elevators), Appleby, S. D., Rauville, S. D., Springfield, Minn., Clement, Minn., Morgan, Minn., and two other country stations in the State of Minnesota.

The elevator at Kranzburg is 30 feet in length and 26 feet wide. It is one of the tallest structures in its immediate vicinity and reaches a height of 65 feet. It is of cribbed construction and is afforded excellent transportation facilities by the fact that it is located on the Chicago & Northwestern Railway's right of way, with a private siding.

The enterprise has met with a very satisfactory return, and has not confined its merchandising activity to any one line, such as grain. By carefully developing the sideline business considerable has been added to the annual return, and the variety of products handled has been large for a plant of the size of this one.

The storage capacity of the house is 25,000 bushels, and it has a receiving capacity of 10,000 bushels per day. Eight hundred bushels per hour can be cleaned with the equipment available. A gas engine is used for power and electricity is the means of lighting. There is a rope drive 170 feet in length.

For unloading, the elevator has an air truck dump, and the weighing is taken care of by the usual scale. With the equipment at hand, the Kranzburg Grain & Fuel Company handled about 125,000 bushels of grain during the fiscal year of 1924-25. This included chiefly wheat—including considerable Durum, barley, flax, oats, buckwheat, corn and rye. Aside from the grain business, the concern did an excellent business in several sidelines, the most profitable of which was coal. Among the commodities handled as sidelines were salt, flour, feed, seeds and coal.

MARKET DESTINATIONS OF ILLINOIS GRAIN*

DESTINATION OF GRAIN SHIPMENTS FROM DIFFERENT PARTS OF THE STATE

Northern Area. Chicago has a rather complete domination of this section. The railroad lines nearly all run directly into Chicago and have favorable rates to that point. Chicago received about 75 per cent of the shipments of corn from this area both years. Indianapolis, Peoria, Decatur, and Battle Creek, Mich., received from 4 to 6 per cent a year. Shipments of oats had a wider distribution. Both years about three-fifths of them were shipped to Chicago. The point having the next largest receipts was Lockport, with about one-fifth of the total shipment. The balance was widely distributed, the general direction of shipment being toward the south. Practically all the wheat went to Chicago.

Central Area. This part of the state is somewhat farther away from Chicago market and has direct connections and more favorable rates to several other large markets. Large corn-product plants at Decatur and Peoria make important local markets for corn. This area lies close to the southern edge of the sections of the state growing corn and oats for sale. It has, therefore, a favored location for direct shipments to southern points. It is only natural that the shipments would show a wider distribution than from the Northern area.

The five important markets for corn were Chicago, Decatur, Peoria, St. Louis, and Indianapolis. Shipments to Chicago increased from about one-sixth of the total in the year beginning July, 1923, to about one-fourth the next year. The corresponding declines were chiefly in shipments to Decatur and St. Louis.

St. Louis was the largest receiver of oats from this part of the state, obtaining about one-third of the shipments. A group of southern markets including Cairo, Ill., Louisville, Ky., and Memphis and Nashville, Tenn., received nearly two-fifths of the oats the year beginning July, 1923, but only about one-fifth the next year. Shipments to Chicago only amounted to 7 per cent of the total the first year, but increased to 18 per cent the second year. Other important markets for this area are Indianapolis and Decatur. The wheat produced in the area largely grades as Hard. Chicago was the most important market with St. Louis and Indianapolis of less importance. Besides transportation facilities and location, market preference for certain classes of wheat is an important factor in determining the destination of wheat shipments.

Southern Area. Most of that part of the state included in the Southern area in this study has direct railroad connections and favorable rates to St. Louis. That market consequently gets a large proportion of the shipments. In the first year studied, St. Louis received 42 per cent of the corn shipments and in the second year 31 per cent, while Chicago received an increase of from 6 per cent to 23 per cent. Decatur, Indianapolis, and Louisville were also of importance. About three-fifths of the oats were shipped to St. Louis. The balance went chiefly to Chicago, the southern market and local points in southern Illinois. The wheat in this area was largely Soft. This went principally to St. Louis, Illinois mills, and to mills and markets in southern Indiana and states south of the Ohio River. The Hard wheat produced in the northern part of this area went largely to Chicago.

Western Area. Peoria was the most important market for shipments from this area, which includes points west of the Illinois River and south of Peoria. This market received about three-fourths of the corn shipments, two-fifths of the oats and one-tenth of the wheat. The balance of the corn and oats was shipped chiefly to Chicago. Some oats were shipped to St. Louis and the southern markets. Two-thirds of the wheat was shipped to Chicago, the balance being divided between Peoria, St. Louis, and Illinois mills.

*Continued from Page 498, February issue.

WHERE THE VARIOUS MARKETS OBTAIN THEIR GRAIN IN ILLINOIS

Chicago. This is the leading market for grain shipped from Illinois, taking the state as a whole. From the Northern area, about three-fourths of the corn, 60 per cent of the oats, and practically all of the wheat went to this market each of the years studied. As we go farther south in the state, the influence of the Chicago market is less pronounced. Most of the Hard wheat districts of the state send their shipments of this grain to Chicago, while the soft wheat seem to be drawn to the markets farther south.

St. Louis. In order to satisfy the corn requirements of the St. Louis market it is not necessary to receive shipments from very far north in the state. It is of considerably more importance as a market for the oats crop of Illinois than for the corn crop. It attracts about 10 per cent of the oats from the Northern area, 35 per cent from the central area, and 80 per cent or more from the southern area. Most of the Soft wheat grown north of St. Louis and shipped over roads having good connections with this market are sent to this point.

Indianapolis. This market gets quite a bit of corn from roads having direct lines to that point, together with its neighbor, Pekin, receives a large part of all shipments from the Western area together with quite a bit of corn from the Central area.

Decatur. Here is an important market for Illinois corn. The corn-products plants located at Decatur use a large amount of corn and several grain buyers furnish an outlet for a considerable quantity of the grain from the surrounding territory.

Lockport. This market receives quite a bit of oats from the Northern area but outside of that was of little importance.

Springfield, Bloomington and Champaign. These cities are important markets for their immediate localities. Mills located at various points in the southern part of the state use quite a bit of Illinois wheat.

Southern markets, including Cairo, Louisville, Memphis and Nashville are important outlets for the oats crop. They also use some Illinois wheat and a small amount of corn.

Eastern markets undoubtedly receive quite a bit of Illinois grain, but most of this has first gone through some other market and its identity lost.

FACTORS INFLUENCING DESTINATION

Some of the more important factors in influencing destinations were:

1. Geographic location with reference to producing regions and consuming centers.
2. Transportation facilities on both inbound and out-bound shipments.
3. Freight rates through the different markets.
4. Presence of manufacturing plants using grain as their raw material.
5. Available storage facilities.
6. Size of the market.
7. Services furnished country elevators by boards of trade and grain dealers at the different markets.

COAL, FEED AND FLOUR LEAD SIDELINE LIST

Of 346 sidelines reported by many Minnesota elevators in 1925, 282 were listed as coal, 267 listed feed, and 238 were named as flour sidelines. Seventeen other products were also named with varying frequency. "According to the report of our auditors," said John F. Gustafson, speaking before the Minnesota Farmers Grain Dealers Association, "sidelines are some of the most profitable items handled by the elevators. Sidelines help to pay the manager's salary and enable the elevator to pay the top prices for grain. An elevator competing with a farmers elevator company handling a large line of staple sidelines will find it unusually hard sledding. The officers and stockholders should give this matter careful consideration and study."

Some years ago the association's office furnished a list of different commodities handled by the farmers elevators of Minnesota. This list was in such demand that the officers have every year made a practice of revising this list. The sideline list for 1925 is as follows:

Coal	282	284
Feed	267	266
Flour	238	239
Twine	175	165
Salt	171	148
Seeds	142	132
Implements	82	77
Posts	60	...
Tile	44	39
Livestock	38	40
Wire	37	37
Oil	37	...
Cement	18	22
Lumber and Building Material	15	23
Tires	14	15
Sand and Gravel	12	10
Brick	13	14
Autos and Tractors	11	13
Gas	6	2
Wood	2	3

The above data are based on 346 elevators reporting side lines handled in 1925, as compared with 355 reporting in 1924.

PAINTS BRIGHT FUTURE FOR "N' ORLEANS"

How closely the shipping prosperity of the past of New Orleans is linked with that of Memphis, Tenn., is shown in the recent statement of a large Louisiana grain exporter, whose main message is that the gulf port's grain shipping is soon due for a tremendous increase. He has predicted that grain shipments through New Orleans will increase 5,000,000 to 7,000,000 bushels annually if the plans for a municipal elevator at Memphis are carried out. He explains that millions of bushels of grain

PNEUMATIC GRAIN ELEVATOR AT NEW ORLEANS

which should move through New Orleans are routed through Atlantic ports each year because of the low water conditions above Memphis. This city, he says, has lower rail rates from the grain producing sections than any other river city. He declares that the low barge rates from Memphis to New Orleans will offset any differential that may favor Texas ports.

The exporter also has announced that Memphis had donated a site for the elevator, and preliminary surveys had shown that the cost of erection will be approximately $2,500,000. Railroads which serve the grain producing areas converge at Memphis, and the year round barge service from Memphis to New Orleans will offer attractive rates.

GRAIN DEALERS' SHORT COURSE

The Agricultural Experiment Department of Purdue University has been especially active the last 18 months in all matters relating to better farming, better production, and better handling of crops. It is now announced that this department will conduct a three-day school for Grain Grading, March 16, 17, and 18 at Purdue. Grain dealers and millers are urged to attend and to participate in the discussions arising. A large attendance is expected.

NEWS LETTERS

LOUISVILLE
A. W. WILLIAMS - CORRESPONDENT

GRAIN houses report that business is quiet, and the elevator companies are in much the same shape. Corn is running very poor in quality, a car being offered here recently containing 26 per cent moisture, and dealers hold that the stuff hasn't dried out, being as mean as it was in December, when driers were operated overtime. Argentine corn is so cheap that there isn't any opportunity to export American corn in competition with it. Wheat has slumped off, and no one is interested in buying. Flour prices have broken sharply, and mills are cleaning up wheat in hand, and moving stock from storage to their own elevators. There isn't much grain in storage, and not much movement. At the present time buying price of wheat at Louisville is $1.75, but without much demand. Corn is 80 cents for No. 2 White, and oats are at 45 cents for No. 2 White.

* * *

Some seed oats are moving out, as prospects are for good spring acreage of oats, account of poor fall acreage of rye, account of wet weather at planting time. Winter wheat has wintered fairly well but there wasn't any great acreage planted.

Seed jobbers report excellent demand, and in spite of high prices farmers are buying. Red top has gone to 33 cents and is firm. Orchard grass is cleaned up, and quoted at around 21½ to 22 cents in a jobbing way. Bluegrass has advanced a cent, and is held at 39 cents for 21-pound; 37 cents for 19-pound; and 35 cents for 17-pound stock, per pound.

* * *

It is reported that lots of off grade corn is being offered, there having been a world of poorly matured corn last fall, which was left out in the shock over winter account of lack of storage room, and account of a cold, wet winter, corn has as much moisture as in December.

* * *

At the Kentucky Public Elevator Company it was reported that daily handlings were down to around 10 to 12 cars in and as many out, as an average. From early November to the close of December, the plant was averaging about 25 cars a day, and running its driers from 7 o'clock in the morning until 9 o'clock at night. Stocks on storage are much lighter, with about 40,000 bushels of wheat; 100,000 of corn, and 65,000 of oats.

* * *

Ed Scheer, at the Bingham Hewett Grain Company, remarked that business was very quiet, no one being interested in corn or wheat at present prices, and on a weak market, although corn had been a little more than it was, and oats are a trifle better.

* * *

It is reported here that demand for feed continues very good, but that flour is quite sluggish. Mills are operating about half time, resulting in relatively light feed production. Bran is quoted at around $32.50 a ton, cotton, carlots, Louisville.

* * *

It was recently reported from Shelbyville, Ky., that James S. Boyd has purchased the T. N. Gray interest in the feed and produce house of Geohegan & Gray, which has become Geohegan and Boyd.

* * *

The Shelbyville Feed & Produce Company, Shelbyville, Ky., suffered loss of between $10,000 and $12,000 by fire starting in the feed department on March 3. Insurance of $3,500 was carried on stock; and $4,000 on building. Clifford and R. W. Walters own the concern.

* * *

J. O. Matthewson, 55, president of the Ashland Milling Company, at Ashland, Ky., died at his home in Ashland on February 28, following a short illness of pneumonia. He had served as mayor of the city from 1905 to 1909. He is survived by a wife and one son, Joe Matthewson. He was a native of Atlanta, Ga. His wife was a Miss Hopkins, of Catlettsburg, Ky.

* * *

Herbert Hawkins, prominent flour and grain dealer of Paducah, Ky., recently surrendered seven barrels of grape wine, valued at around $2,000, to Allie W. Leib, Federal prohibition enforcement officer, the wine being stored in a shed on Hawkins farm. He stated that he made 12 barrels last year from grapes on his own farm and had given five barrels away, not knowing that it was any violation of the law to make wine out of your own grapes on your own property, for yourself and friends. The Federal agent proceeded to haul the wine to town.

* * *

Oscar Fenley, president of the Kentucky Public Elevator Company, Louisville, was re-elected president of the Louisville Industrial Foundation, an industrial getting and aid organization of Louisville, formed some years ago with a capital of one million dollars by public subscription.

* * *

Frank M. Hartwell, retired president of H. Verhoeff & Co., grain dealers and former elevator operators in Louisville, recently lost his wife, Mrs. Minnie Verhoeff Hartwell, a daughter of the founder of the business. Mr. Hartwell himself has been dangerously ill for some time.

* * *

Thieves recently blew a safe of S. O. Arnett & Co., at Sublett, Ky., near Salyersville, taking $600 in currency, sacks of feed being piled over the safe to kill the noise of the explosion.

* * *

Jerome L. Robinson, operating a feed, ice, and bottling business at Lawrenceburg, Ky., was recently married there to Miss Nell Ballard, daughter of Judge Thomas J. Ballard. Mr. Robinson is a son of a minister at Madisonville, Ky.

MILWAUKEE
C. O. SKINROOD - CORRESPONDENT

THE grain trade at Milwaukee is still in the dumps despite the fact that it looked for a time as though there would be some rally in grain offerings. But month after month goes by showing serious losses in the supplies and many of the local dealers say this trend of small trading is going right through to the end of the grain season. The slump in barley trading again knocked off about a half million bushels from Milwaukee grain receipts last month. The next largest bushel loss in the local market was in oats which registered only about 863,000 bushels receipts for last month, as against a supply of 1,051,000 bushels for the same month of a year ago.

Corn trade declined only about 50,000 bushels, but last year's trade was light on account of the deficient crop, so that keeping up with a year ago would in itself denote a small supply. Wheat trade in this market, which is never large, went into the dumps worse than ever in February with only 103,000 bushels as compared with offerings of 221,000 bushels for the same month last year. The rye supply was again cut down sharply with farmers apparently having very little of this commodity to sell. The receipts were only about 117,000 bushels as compared with receipts of 159,000 bushels for the same month a year ago. The total supply of grain for February slipped back to less than 2,900,000 bushels, which was a net loss of almost 1,000,000 bushels for the month.

The Milwaukee grain men can console themselves with the fact that grain trade is poor at all the primary markets, according to Secretary Harry A. Plumb. The same situation, small offerings, pertain to practically all the markets, he adds. It is a nationwide situation, he maintains, which cannot be affected by any schemes or plans of the individual markets.

* * *

A special investigation among the older active members of the Chamber of Commerce shows that James T. Mallon is probably the eldest. He is connected with the La Budde Feed & Grain Company. At any rate Mr. Mallon is the oldest of the active members.

Mr. Mallon became a member of the Chamber in 1882, so that he has been in the exchange about 44 years. At the time of his entry into membership he was just 21 years old. Mr. Mallon had worked however for his father's firm for six years before that, so that he started to work in the grain business at the early age of 15. This makes Mr. Mallon's apprenticeship in the local grain trade better than 50 years.

There will be some demand apparently for the leasing of Elevator "E" by various grain firms, which is to be rebuilt and to be reconditioned for the fall business. The Chicago, Milwaukee & St. Paul Railroad has announced that plans will be made at once to revamp the elevator and put it into shape for effective usage. The two grain marketing concerns which are said to be after the lease are the Cargill Grain Marketing Company of the Twin Cities and Armour & Co. The Cargill company had the lease up to the time of the big fire and Armour & Co. had the lease on the 27 bins still intact since the fire, and after the Grain Marketing Company collapsed. In the preliminary work the ground has been inspected, orders have been issued for clearing away of all the debris and announcement is made that concrete will be used for the new construction.

* * *

The Milwaukee grain supply is piling up in elevators and in ships preparatory to the opening of navigation in a few weeks. The total of grain held at the local market has now passed the 4,000,000-bushel mark. The total supply of wheat here at the opening of the month was approximately 361,000 bushels in elevators and the amount afloat about 205,000 bushels, making the aggregate wheat supply at the present time more than 560,000 bushels. The corn supply is also large with 1,414,000 bushels at the month's opening in the elevators and 92,000 bushels afloat, making the total corn holdings better than 1,500,000 bushels. The oats supply ranks along side of corn with 1,435,000 bushels in elevators and some 127,000 bushels afloat. This makes the total oats supply almost 1,600,000 bushels. The barley supply in Milwaukee is exceedingly light with 126,000 bushels in elevators and nothing afloat. The rye supply in elevators is listed at 187,000 bushels while the amount afloat is 165,000 bushels. This makes the total rye holdings almost 400,000 bushels.

* * *

The March rate of interest on advances has again been fixed by the Finance Committee of the Chamber of Commerce at 6 per cent, the old rate of the last few months. Local bankers expect easier money if any change is made in the future.

* * *

The Board of Directors of the Milwaukee Chamber of Commerce has passed a resolution giving hearty assent to a plan of the Secretary of War at Washington to assure the Great Lakes a channel of 25 feet even in low water. This depth it is expected will apply to not only the lakes themselves but of all the connecting waters.

The resolution was framed when it was found that many vessels were having trouble in getting through connecting waters and low channels. It was reported at the local Chamber that many of the grain ships from this port were having this kind of trouble. In order to remedy this difficulty on any effective scale, the Milwaukee Chamber Board of Directors decided to call on the Secretary of War to make plans for 25-foot channels in all of the Great Lakes and harbor approaches.

* * *

More reports are coming to the Milwaukee Chamber of Commerce showing that shipping direct to Europe will be much more general this season than ever before. The Great Lakes Trans-Atlantic Lines are planning to inaugurate such a service here on April 17, or practically at the time when navigation opens for the new season.

According to this announcement, shipments will go from Milwaukee and some of the other lake centers without any trans-shipment to leading shipping centers of Europe. The announcement indicates that the ships are being used as a fore-runner of the much larger traffic which is expected as soon as the St. Lawrence deep waterway is built.

* * *

One of the most important harbor development problems concerning Milwaukee for many years was successfully solved when a contract was made between the city officials and the Illinois Steel Company by which the city will get from the company all the land which is required to complete the new harbor.

The negotiations for the control of this part of Jones Island for the new harbor have been going on for many years. Unless this land could be obtained, the entire harbor project would have been crippled. Now the city gets the space urgently needed for harbor building and the Illinois Steel Company will be reimbursed by giving it filled-in land which will cost the city practically nothing, since it will be constructed from waste which would have to be disposed of any way. The deal will save the city several millions of dollars and will permit of the aggressive conclusion of the city's harbor work according to the original plans laid down by planning engineers.

* * *

The chief grain weigher of the Milwaukee Chamber of Commerce has just reported for last year that of the

22,361 carloads of grain unloaded at this market in 1925, no less than 13 per cent of the total were in a leaking condition. While this was 1 per cent less than the leakage reported in 1924 and 4 per cent below the record of the previous years 1922 and 1923, it is still believed by Chamber of Commerce officials that this percentage of loss and waste is entirely too high.

Freight car shop superintendents in Milwaukee declared that most of the leakage grew out of the fact that switching crews were forced to handle these cars with too much speed.

Recommendations are made that the various regional advisory boards, which are taking the lead in providing excellent railroad service for shippers, be asked to attack this problem diligently and see if the present ration of 14 leaking cars of each hundred cannot be cut down materially.

* * *

D. E. Dickinson of Loyal, Wis., has been elected a member of the Milwaukee Chamber of Commerce. The membership of A. E. Bush has also been transferred.

* * *

The Milwaukee Chamber was closed recently for the two February holidays—Lincoln's birthday and Washington's birthday. The Lincoln anniversary is not a legal holiday in this state but the market was closed in line with other exchanges of the country.

* * *

The Milwaukee Chamber of Commerce has gone on record against the Gooding Bill to change the long and short haul clause of the Interstate Commerce act. Propaganda against the Gooding Bill in Milwaukee has extended to many organizations. The Gooding Bill is regarded here as a blow for business of the Middle West by which the East will be allowed to profit to an unlimited extent from the low rates provided by the Panama Canal.

* * *

M. H. Ladd, the chief weigher at the Milwaukee Chamber, was one of the speakers at the meeting of scale men recently in Chicago. Mr. Ladd has been the head of the weighing department here for many years.

* * *

The vacancy on the Transportation Committee of the Milwaukee grain board has been filled by the election of G. W. Krause. Hugo Stolley, the former member of the committee, moved to Chicago not long ago to continue in the grain business there. Edward La Budde has been selected as chairman of the Committee on Transportation. He was next in line on the committee to Mr. Stolley and he was moved up to first chairman of the committee.

INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

RECEIPTS of grain have been light in the past two weeks with little demand. White corn is the only commodity holding its own, and little is being offered, with good demand, and selling at a premium. Oats continue to have a fair inquiry but arrivals are light and advices of consignments are few. From indications receipts will continue light since advices of consignments are extremely light.

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The Indiana Grain Dealers Association's mid-summer meeting will he held at Purdue University this year with headquarters at the leading hotel in Lafayette. This was decided on at the meeting held on March 1, hy the Board of Directors at Indianapolis. Local meetings were held at Kokomo and Frankfort in the past week by the grain dealers and millers and a good representation from the Indianapolis Board of Trade was present.

* * *

Bert. F. Sloan of the firm of Kendrick & Sloan is visiting his daughter in California. A recent letter from Mr. Sloan indicated that his return was indefinite owing to condition of the son-in-law's poor health. The The company reports the condition of Wisconsin hay good in quality. Ear corn is moving slowly with a light demand. Mr. Swanson, in charge of the cash wheat department, reports considerable activity, and a fair demand for Soft Winter wheat.

* * *

The H. E. Kinney Grain Company reports a good demand for seed oats. Seed corn is being tested by the company and is expected to test not less than 5,000 bushels by the rag doll method. The testing is in charge of Warren J. Mannon. The company reports the movement of all grains light, with little demand.

* * *

In hope of bolstering the market for corn hy increasing consumption, the State Purchasing Committee has decided to introduce the use of corn sugar in all state institutions. In this step Indiana is lining up in what is said to be a nation-wide movement. Members of the committee on February 18 were advised by experts that this form of sugar is superior to cane and beet sugars. Samples submitted to I. L. Miller, state food commissioner, were declared to be of good quality. G. I. Christie, director of the Purdue University Experimental Station, declared corn sugar is better than other forms, from a dietetic standpoint. A ton of the corn product has been ordered for immediate use.

* * *

The Farmers Grain Dealers Association of Indiana held its annual convention on February 15-18 in the Palm Room of the Claypool Hotel. E. G. McCullom, secretary of the association, in his report said that there is no substitute for a farmers' elevator; he also pointed out the advantages of group buying through the use of the state officers of the association. Principles of co-operative buying were pointed out and explained. He made a report of the year's business of the association and showed that all transactions were satisfactorily completed. According to a recent survey they were approximately 150 farmers' elevators in operation in Indiana. Other speakers of the day were Harry J. Berry of the Indianapolis Board of Trade, who spoke on the Indianapolis market. Edwin T. Kiser spoke on co-operative marketing as transacted by western fruit growers, and J. W. Shorthill, national secretary of the farmers' elevators, spoke on elevator problems. "Farm legislation before Congress on Agricultural Relief," was discussed by Charles D. Adkins of Illinois; Charles Latchaw, secretary of the Farmers Grain Dealers Association of Ohio, was another speaker. On Wednesday morning J. W. Shorthill, Omaha, secretary of the National Farmers Elevator Association, spoke.

M. P. Hill, Francesville, Ind., was re-elected president; Mathew Maroney, Lucerne, first vice-president; Samuel Foster, Otterbein, second vice-president; W. F. Hagan, Chalmers, treasurer, and E. G. McCollum, Indianapolis, re-elected secretary. Directors elected were: Claude M. Record, Medaryville, J. M. Mauck, Hony Creek, O. A. Pulley, Warren, William Stevenson, Yorktown, H. O. Rice, Huntington, and C. A. Busenbark, Crawfordsville.

PHILADELPHIA

WM. A. LOCKYER CORRESPONDENT

HANDLING of grain at local elevators fell off sharply during the month of February. At the Port Richmond Elevator of the Reading Company, only 450 cars were unloaded during the month as compared to 1,137 cars for January, while at the 29th Street Elevator of the same company, only 21 cars were handled as compared with 35 cars for the preceding month. The latter consisted of grain for domestic purposes. The Girard Point Elevator of the Pennsylvania Railroad unloaded 428 cars last month, while during January 1,187 cars were handled.

Exports for the months through the Port of Philadelphia included 12,091 barrels of flour; 1,113,320 bushes of wheat; 64,286 bushels of corn; 205,561 bushels of oats, and 53,318 bushels of barley. These compare with the following exports for the month of January: Flour, 31,789 barrels; wheat, 2,869,557 bushels; corn, 322,854 bushels; oats, 163,025 bushels; rye, 272,000 bushels, and barley, 199, 681 bushels.

On March 1, last, there were held in local public warehouses, 111,437 barrels of flour; 1,628,038 bushels of wheat; 320,422 bushels of corn; 145,876 bushels of oats; 15,680 bushels of rye; and 78,457 bushels of barley.

* * *

Death claimed two members of the Commercial Exchange of Philadelphia last month. They were Harry C. Cassel, head of the flour, grain and feed firm of H. B. Cassell & Son, 2131 N. American Street, this city, and Melville Wheatland, who as superintendent of the ticker service of the Western Union Telegraph Company, represented that company on the exchange floor.

Mr. Cassel had been in failing health for the last two years, but he nevertheless continued to take an active interest in his business and his death, due to heart failure, was a shock to his many friends in the trade. He was 58 years of age. Mr. Cassel founded the firm which operated under his name more than 30 years ago. He was a member of Richmond Lodge, F. and A. M., as well as Lulu Temple, and is survived by his widow, a son and daughter. A committee representing the Exchange attended the funeral services which were held from his late home, 4500 N. Broad Street.

Mr. Wheatland, through his connection with the Western Union, was well known to the grain trade. He died at his home in West Philadelphia suddenly.

* * *

Announcement has just been made at the general offices of the Pennsylvania Railroad in this city to the effect that in order to provide facilities for the handling of shipments of grain for export through New York Harbor, it has just completed arrangements to install apparatus of the most modern type on the south side of the Greenville piers at Jersey City. This will consist of pneumatic equipment by which grain will be transferred direct from cars to barges by air suction. The new apparatus will have a capacity for loading 100,000 bushels in 10 hours and will be electrically operated. It has been planned to meet the peculiar needs of the export grain trade at New York, which requires that grain must first be loaded into barges and then floated to ship's side.

Pennsylvania wheat growers are estimated to have lost $70,000 last year through discounts imposed upon them at Philadelphia and Baltimore terminals because of moisture, presence of garlic or cockle, or evidence of damage by grain moth, according to a statement just issued by George A. Stuart, of the State Bureau of Markets. Mr. Stuart has been conducting investigations into the 1925 grain movements from wheat growing counties. He estimates that there were 580 cars of wheat shipped to terminal markets and 442 fell into the discount classes. Through the expenditure of approximately $27,000, wheat penalized for excessive moisture to the extent of $42,000 could have been made to pass inspection through drying processes.

* * *

Local flour and grain interests will be represented when hearings are inaugurated this month before the Interstate Commerce Commission at Washington on the petition of Oswego, N. Y., interests which seek a two-cent differential on ex-lake grain and grain products, including flour, under Buffalo, Fairport and other lake ports, that is destined for export through North Atlantic ports. The Port of Philadelphia Ocean Traffic Bureau is following this proceeding while attention has likewise been given to it by the Transportation and Grain Committees of the Commercial Exchange. Another case before the Commission concerns the reopening of the inland differential case, just ordered by the Commission on the petition of Boston and New England interests. The commission has reopened this case for further hearing only insofar as ex-lake grain and grain products, including flour, are concerned. This case was started two years ago and during the last year the commission decided in favor of the Philadelphia and Baltimore differentials. Now it has reopened the proceeding and in doing so has made a number of additional railroad companies defendants in the proceedings.

* * *

Hubert J. Horan, president of the Commercial Exchange and prominent flour broker, and S. F. Scattergood, head of the grain and feed firm of S. F. Scattergood & Co., were members of the honorary committee which sponsored the Sesqui-Centennial dinner held at the Benjamin Franklin Hotel here on March 10.

* * *

C. Herbert Bell, of the firm of Samuel Bell & Sons, has been made chairman of the Transportation Committee of the Chamber of Commerce, of which Harvey C. Miller, president of the Philadelphia Tidewater Terminal and prominently connected with the grain trade, also is a member.

* * *

E. R. Rockafellow, grain and feed dealer and director of the Commercial Exchange, is back on the floor again following an illness which confined him to his home for about a fortnight.

CINCINNATI

HARRY A. KENNY CORRESPONDENT

AFTER being on the decline for several weeks, the wheat market in this district is now on the rise and prices are in sympathy with the Chicago market. Sales during the past month were in many instances above the expectations of the merchants, although the prices were not satisfactory. Corn and oats ruled fairly steady and while there were fluctuations during the latter part of February they were of minor importance and had little effect on the situation. Demand for hay has been exceptionally good, particularly for the better grades and prices in general have held relatively firm. The feed business is booming.

* * *

Lyman Perin, formerly president of the Perin-Brouse-Skidmore Grain & Milling Company, which was dissolved several months ago, has organized Lyman Perin & Co., grain and hay dealers, with offices in the Central Building, Third and Walnut Streets. The company has applied to the Secretary of State for a charter. The incorporators are: Lyman Perin, George R. Perin, S. A. Headley, E. A. Carroll and Bernice Meek. Before his connection with the Perin-Brouse-Skidmore Grain & Milling Company, Mr. Perin was president of the Perin Bros. Company, flour millers, which succeeded Lyman Perin & Sons, a pioneer establishment of its kind in Cincinnati. Mr. Perin served a term as president of the Cincinnati Grain & Hay Exchange and as director of the Chamber of Commerce.

* * *

John DeMolet, president of the DeMolet Grain Company, who was confined to his home for several weeks with a cold has recuperated and again is on the job.

* * *

D. J. Schuh, executive secretary of the Feed Distributors Association, who also is secretary of the Cincinnati Grain & Hay Exchange has sent the following reminder to members of the Association: "For your information we are enclosing extract from the Arbitration Rules of the Grain Dealers National Association.

From time to time we receive inquiries as to the right of our members to use the arbitration facilities of the Grain Dealers National Association. Some of our members are in doubt as to their privilege of calling for the services of the Feed Arbitration Committee when they have a dispute with non-members of this Association or with non-members of the Grain Dealers National Association. These questions are answered in at attached:

Article V of the Grain Dealers National Association rules governing arbitration reads as follows:

Complaints shall be filed as follows:

Section I.—With the secretary of the National within twelve (12) months after expiration of contract of which dispute occurs.

(a) When between members of different affiliated Associations, but only at the request of both parties to the case.

(b) When between direct members of the National.

(c) When between a direct or an affiliated member of the National and an organized Board of Trade, Exchange, or Chamber of Commerce.

(d) When between an affiliated Association as a body, and an organized Board of Trade, Exchange, or Chamber of Commerce.

(e) When between two affiliated Associations as organized bodies.

(f) When between two organized Boards of Trade, Exchanges or Chambers of Commerce.

(g) When between direct members of the National and members of an affiliated Association, but only at the request of both parties.

(h) When (upon the recommendation of the affiliated committee with the consent of the Secretary of the National) between affiliated members and non-members.

(i) When between non-members.

Section II.—With the Secretary of the affiliated Association having jurisdiction:

(a) When between members of different affiliated Associations. The papers to be filed with the Secretary of the Association of which the complainant is a member.

(b) When between members of an affiliated Association.

(c) When between a member of an affiliated Association and a direct member of the National, except as provided in this Article V, Section 1, paragraph (g).

(d) When between a member of an affiliated Association and a non-member, for exceptions see this Article A., Section 1, paragraph (h)."

KANSAS CITY

B. S. BROWN - - CORRESPONDENT

A NEW handling house and grain drier to cost approximately half a million dollars is now under construction as an addition to the Kansas-Missouri Elevator at 5000 Nicholson Avenue, Kansas City, which is owned by the Missouri Pacific railroad and is operated by the Hall-Baker Grain Company. The project will double the grain handling capacity of the elevator. The total grain storage capacity of the house, after the increase, will be 3.100.000 bushels. The improvements will be completed about July 1, next. The Hall-Baker Grain Company also operates the Chicago Great Western Elevator here, with a capacity of 1,000,000 bushels.

* * *

Alfred Collins, formerly southwestern salesmanager of the Washburn Crosby Company here, recently resigned that position. Subsequently, on March 4, the announcement was made public that he had become affiliated with the Peacock Shop, exclusive retail shop handling women's shoes only in this city, in the capacity of vice-president of the operating company. Claud Monser is president and Fred E. Carlat is a director of the Peacock Shop. Mr. Collins engaged actively in the new position about March 1.

* * *

According to recent advices from the capitol at Jefferson City, Mo., articles of incorporation were filed with the secretary of state, February 27, by the Kansas City Mill Products Company. The capitalization of the new company was given in the articles as $15,000 and the purpose of the organization is manufacture and deal in flour, meal, bran, mill feeds and grain. The incorporators are L. D. Roark, W. M. Heltemes and F. R. Roark, all of Kansas City. The incorporators of the new company are partners in the Want-Mor Flour Company, a sales company with offices at 440 New York Life Building, this city.

* * *

Many Kansas City grain dealers, millers and others in the trade here were much elated over the favorable statements made by George Cormack of Minneapolis, production manager of the Washburn Crosby Company, upon the occasion of his visit here late in February.

Mr. Cormack, during his visit to the local plants of the company and to several other plants in the city, expressed his satisfaction with the volume of flour business being done by the local "Gold Medal" plants, and said he is very optimistic over the aspects for the future of the milling industry in Kansas City.

Mr. Cormack was accompanied on his trip here, February 24, by M. D. Bell, chief engineer of the Washburn Crosby Company, who made an inspection of the latest addition to the company's plant which is under construction here. Mr. Bell said the present expansion program of the company here will have been completed by late July, this year. This will include the increased flour production facilities in the plants and their combined grain storage facilities, which will bring the flour production capacity to 6,500 barrels per day and storage capacity of the elevators to 2,500,000 bushels. The expansion project will cost approximately $1,500,000.

* * *

Some time ago, following the rate hearing held here, John X. Money, an examiner of the Interstate Commerce Commission, announced his findings, which amounted in essence to a sweeping verdict favorable to Kansas City and other southwestern milling interests, in that his preliminary report cited that freight rates from his market may be considered as prejudicial to this territory. It was announced here on February 24, that exceptions of Minneapolis and northwestern milling interests had been filed in an attempt to offset Examiner Money's findings. The fact that exceptions filed urged the lowering of rates from the Southwest, rather than increasing those in the Northwest to a large flour consuming territory between the Mississippi River and the Allegheny Mountains, is considered by many millers here to be a strengthening adjunct to the case. Millers in this section are expecting a final decision in the case before the advent of the new crop season.

BUFFALO

ELMER M. HILL CORRESPONDENT

BUFFALO'S outstanding position as one of the greatest grain handling ports in the world is revealed in the annual report of the Lake Carriers Association which reviews in detail the movement of grain over the Great Lakes routes last year. Fully 55 per cent of the grain dispatched to the East by elevators at the Head of the Lakes was received at Buffalo. During the mid-summer months when the lake shipping industry lapsed into a state of lethargy, Buffalo received practically 90 per cent of the grain sent to Lake Erie ports.

* * *

Toledo and Fairport made notable strides last year and managed to reduce receipts at Buffalo to a small extent. The former port received 3,000,000 bushels more than during the 1924 season, while Fairport, where extensive improvements in grain handling facilities have been made, increased its receipts from 1,500,000 bushels in 1924 to 4,741,507 bushels last year.

* * *

Tabulation of grain shipments at Buffalo for the benefit of the Great Lakes shipping interests also reveal several freakish pranks of the industry. Receipts of grain cargoes at important shipping ports was not an uncommon occurrence. Chicago received 7,701,147 bushels from Duluth; 722,046 bushels from Fort William and 14,351 bushels from Milwaukee. Duluth and Superior, the twin ports at the American Head of the Lakes, received 756,312 bushels from Fort William and 3,000 bushels were sent from Duluth to the Canadian Head of the Lakes. Another interesting fact was the shipment of 194,376 bushels of grain direct to Europe from Fort William last season.

* * *

Statistics show shipments of grain from Fort William and Port Arthur last year showed a decrease of more than 100,000,000 bushels when compared with the movement of the previous year. During the crop year of 1924-25 the twin ports at the Canadian Head of the Lakes shipped 155,016,586 bushels of wheat, 37,300,550 bushels of oats, 26,929,645 bushels of barley, 6,520,974 bushels of flax and 5,380,456 bushels of rye, making a grand total of shipments from these two points of 231,146,211 bushels as compared with 33,267,079 bushels for the crop year of 1923-24.

* * *

Comparative figures on the amount of grain in storage at terminal elevators at the Canadian Head of the Lakes show there is more than twice as much wheat there now as there was at this time in 1925. The existence of such conditions forecasts a very bright outlook for early spring shipments. In fact, it is asserted that the spring movement will be the best in years. The storage supply of oats and flax is lower than a year ago but stocks of wheat, rye and barley are considerably heavier. Rail shipments have been extremely light this winter as compared with receipts. During the early days of March, elevators at the Canadian Head of the Lakes were holding 45,925,437 bushels of wheat; 6,954,092 bushels of oats; 6,163,530 bushels of barley; 2,212,293 bushels of flax, and 1,729,125 bushels of rye.

* * *

The grain buying movement at the lower lakes end of the route is still very active and storage cargoes are being unloaded daily at Buffalo. The great fleet of grain carriers which spent the winter at Buffalo has decreased steadily and about 10 days ago there were but six boats still holding grain in the harbor with approximately 1,500,000 bushels still to be unloaded. The unloading process at other Lake Erie ports has not progressed as rapidly as at Buffalo, but all of the freighters will be worked out before April 1, according to contract specifications.

* * *

Buffalo grain and elevator interests are making elaborate preparations for the entertainment of the 1926 convention of the National Grain Dealers Association which will be held in this city late on October 18, 19 and 20. Fred Pond, secretary of the Buffalo Corn Exchange, is making the local arrangements for the entertainment of more than 2,000 grain producers and dealers who will attend. A trip to Niagara Falls and through the Niagara Gorge is being planned together with an extended inspection trip through the Buffalo Harbor where the visitors will be shown the improvements for the rapid handling of grain by terminal elevators.

* * *

Construction work has been started on the new 900,000-bushel addition to the storage facilities of the Saskatchewan Co-operative Elevator Company's plant at Buffalo. The foundation contract has been awarded and this part of the work is expected to be completed next month. Contracts then will be awarded for the super-structure. An office building also will be erected on the elevator property.

* * *

Sherlock A. Herrick, advertising manager of the Hecker-H-O Company of Buffalo, has been appointed manager of the sales development department, a new feature of the company's activities, created to bring about closer contact between sales and advertising. Harold M. Schmeck succeeds Mr. Herrick as advertising manager. Melbourne P. Harold is assistant advertising manager of the company.

* * *

Senator Dick of Rochester, a member of the Gibbs' Canal Survey Commission, has written to the Albany Chamber of Commerce expressing approval of the erection of a state owned grain elevator at Albany. The matter will be investigated this summer as part of the Commission's program for state improvements to facilitate the greater use of the New York State Barge Canal for the movement of grain from Buffalo to the Atlantic Seaboard.

* * *

William L. Moffatt, a member of the firm of the Churchill Feed & Grain Company, died last month following a heart attack. He was 51 years old. For many years Mr. Moffatt had been engaged in the brewing business prior to prohibition. Later he entered the feed and grain business. Besides his widow, Mr. Moffatt is survived by a son, Harry Moffatt.

* * *

The Moffatt Flour Mills, Inc., of Buffalo, has elected H. J. Rengel as president of the corporation and vice-president of the Churchill Grain & Feed Company, Inc., succeeding the late William L. Moffatt. For several years Mr. Rengel has been secretary and treasurer of the two companies.

* * *

The Eastern Federation of Grain Merchants will hold its next meeting in Buffalo in June. This was decided upon at the February meeting held in Binghamton.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

ELEVATOR and grain men upon this market have been taking advantage of the off season period to arrange for vacation trips and as operators generally had a satisfactory season's business that movement is reaching good proportions. Frank C. Tenney of the Tenney Grain Company, has returned from a trip to Boston where he is interested in a rubber products business. W. J. McCabe of McCabe Bros. Company is back from a trip to San Antonio, Texas. George B. Barnum, Jr., is back from a month's vacation spent in the Bermudas. G. P. Harbison of the Harbison Grain Company has returned from a three weeks West Indies cruise and C. C. Blair, secretary of the Globe Elevator Company, has returned from a month's vacation spent at Los Angeles and other California points. Fred McCarthy of McCarthy Bros. & Co., is away upon an extended European trip during which he will cover the French battle fields and the British Isles. James S. Graves, manager of the Capitol Elevator Company, is spending a vacation at New Orleans. He is reported to be finding a big attraction in the horse racing programs being presented down there. Thomas Gibson is vacationing at different southern California points.

* * *

Old timers on this market learned with regret of the death of John D. Porter who, as a member of Porter Bros., was for several years an operator here, removing 25 years ago to Spokane, Wash., where he had since resided. He was a brother-in-law of S. A. McPhail, an operator on the Duluth Board of Trade.

* * *

With the continuance fo an active demand from millers for protein wheat and Durum, liberal premiums are being maintained for spot grain on this market. For No. 1 Dark Northern wheat, 16 cents over the May price has been the ruling basis for some time back, and for Nos. 1 and 2 Amber Durum 20 cents over May is being paid. The movement from the country has been so light that the mills have been drawing upon elevators' stocks for their supplies to keep them going. As

a result of the slow movement from the country stocks of wheat on this market have been increasing slowly. They amounted on March 10 to 9,116,000 bushels, of which 2,426,000 bushels is Spring wheat and 6,678,000 bushels Durum. Supplies of all grains in elevators here now aggregate 27,184,000 bushels, leaving approximately 4,500,000 bushels space available to take care of the movement up to the opening of navigation. Representatives here of Buffalo mills are reported to have so far chartered a fair amount of boat space to move wheat and Durum at the opening of navigation.

* * *

A feature in the elevator trade that is coming in for comment is the amount of grain being held for farmers under storage tickets. In order to make space in their elevators a round tonnage of that stored grain was shipped from the elevators to Buffalo late last fall and hedged into May. Some of the farmer patrons of the elevator and commission houses here were wise enough to follow the advice of Duluth operators in disposing of their holdings at the higher prices current several weeks ago. A large percentage of the growers hung on, however, and they are holding the bag with wheat and other grains showing sharp drops from the prices that might have been realized.

* * *

Dealers on this market are deeply interested in the outcome of the oats deal as holdings of them in Duluth and Superior elevators now aggregate around 11,300,000 bushels. As supplies were taken into the houses at a basis that affords carrying charges, elevator men are not worrying, but it has been noted that some of the holders have been looking around them more earnestly for eastern outlets. Part of the stocks are scheduled to be loaded out at the opening of navigation, and it is presumed that the trade will absorb any offerings when the time comes. With the spot market in oats here hanging at around 36 cents a bushel it is figured that holders should be able to get out with whole skins sooner or later.

* * *

The market in rye has been a draggy affair for holders for some time back and specialists are endeavoring to figure out where they are likely to land eventually. Interest was afforded recently in a statement that moderate tonnage of rye held in the East by a Duluth house had been worked for export, being the first foreign sale of that grain in several weeks. Stocks of rye in elevators here now aggregate approximately 5,5000,000 bushels.

* * *

Percy H. Ginder, president of the Duluth Board of Trade, has returned from a business trip to New York and other eastern points. He asserted that he found the trade down there to be feeling greatly discouraged over the slow export demand and the improbability of any material improvement in the near future. He found that foreigners are confining their buying to the most meager proportions as they are being influenced by the large quantities of grain in the show windows in this country, Canada and Argentina. He was informed that buying of American wheat is being confined to moderate lots of Durums from time to time. Mr. Ginder found considerable comment going the rounds on the score that Canadian holders are putting their grain into export channels at concessions calculated to move it in competition with Argentine offerings. It is noted that Canadians are being forced to make strenuous marketing efforts in view of the necessity of reducing the approximately 30,000,000 bushels of their wheat being held in the East to enable the unloading of the nearly 6,000,000 bushels of wheat held afloat at Fort William and Port Arthur. It is recognized, he was informed, that it will be necessary to load out some of the approximately 47,000,000 bushels of wheat in store in elevators at the Head of the Lakes before a start can be made in unloading the thousands of cars in yards at their lake terminals, much of it being damp and requiring removal from the cars and drying at the earliest moment.

* * *

Elevator companies here with line houses over Minnesota, North Dakota and Montana are counting upon a liberal movement of wheat and other grains from the country after the opening of navigation. In view of the limited elevator space available here operators recognize that it will be necessary to go extremely easy as regards encouraging the movement of grain from the country this way until conditions will admit of a start being made in loading it out for eastern shipment.

* * *

Dealers here were interested in an anouncement that the Northwestern Grain Marketing Company, recently incorporated, proposes to apply for membership on the Duluth Board of Trade. Speculation is being indulged in regarding the scope of that concern's operations in the grain markets and whether or not the announced plans of its promoters to purchase terminal elevators will materialize. It was intimated that some of the houses at the Head of the Lakes are for sale provided satisfactory prices are offered for them.

* * *

R. M. White of the White Grain Company commented upon the disposition of dealers to buy feed grains and feeds on an immediate requirements basis this season. That he attributed to the erratic market that has prevailed all season with the possibility of losses being sustained, leading buyers to adopt a safety first policy. A demand from timber operators in the district was light during the winter but consumption of feeds by dairying interests over northern Minnesota counterbalanced that deficiency.

* * *

The Barnum Grain Company and the Occident Elevator Company were persistent buyers of good milling wheat and Durum during the last month for shipment to eastern millers. Their buyers were reported to have overbid Minncapolis interests quite frequently for cars on track at sampling points. Those buyers and others here were ready at all times to pay liberal premiums for wheat and Durum running up well in protein.

TOLEDO

S. M. BENDER CORRESPONDENT

SOFT wheat premiums have been steady recently although the milling demand for wheat has not been up to expectations. The local receipts have dwindled down to almost nothing since wheat has shown weakness. Local mills have also been rather indifferent on account of the slow flour trade. Buyers have been waiting for a good break in the market on which to buy flour and now that it has arrived are hesitating again. The condition of the new crop of Winter wheat has been greatly benefitted by rain and snow the past month and it is likely there will be a normal crop unless damage during the growing period cuts down yields. Winter killing cannot be estimated until the growing season is under way but it is not expected to be large. The country elevators are said to be carrying quite a fair amount of wheat that is ticketed for two dollars but some of it is liable to come out on a fair advance.

* * *

Corn and oats have been bringing fair prices considering the state of the market. Buyers have been taking offerings nearly every day. Receipts have been fairly large of both grains but not enough to cause any great pressure. Mixers and special feed manufacturers have been taking the larger part of offerings. Heavy weight oats have been sought by those wanting them for seed and premiums have been liberal. Corn grading is improving slightly and it is probable that another month will make quite a difference.

* * *

Hay dealers report trade dull with prices unchanged from a month ago. The stocks of hay are heavy all around this section according to best reports obtainable. The usual demand from southern trade has been killed by unfavorable rates which discriminate in favor of eastern dealers. A big fight is being waged with the Interstate Commerce Commission at the present time to try and secure a judgment which will adjust the differences. Michigan dealers have been cut off from southern trade because of this for many months.

* * *

Millfeeds have been lower due to increasing stocks with only a fair trade. Coarse grain feeds have been weak account of the poor showing made by both corn and oats. Stocks with mills are not large but the demand has been slow and buyers do not seem to want to take hold even on the decline. Jobbers and dealers were having an excellent business during the recent cold spell but this has disappeared with warmer temperatures.

* * *

The Lake Erie Milling Company, of this city, was totally destroyed by fire of undetermined origin, Saturday morning, March 6. The estimated loss was placed at $75,000 by Charles W. Mollett, president of the company. This is partially covered by insurance. The fire was said to have been started by an explosion of a tank of molasses used in the manufacture of special stock feeds. It is announced that they will rebuild in another location with a larger capacity and it is hoped by members of the exchange that their activities in this market will be greatly broadened. They have been consistent buyers of grain for years and Mr. Mollett and son Roy and associates are highly regarded by dealers here and elsewhere.

* * *

Fred Mayer of J. F. Zahm & Co. was ill for a short time during the past month but has recovered fully and is back again on the Exchange floor.

* * *

Roy Parsons, clerk in the office of the Exchange for several years, has been appointed assistant secretary of the Exchange and will endeavor to make outsiders more fully acquainted with the functions of this market.

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Kenton D. Keilholtz of Southworth & Co., after a month's sojourn in Florida reports conditions improving down there and inflated prices being rapidly corrected.

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William E. Savage, president of the Imperial Grain & Milling Company, has returned from Palm Beach, Fla., where he has two married daughters and a son.

* * *

Sentiment in Washington in favor of adequate farm relief legislation is the strongest he has ever known, declared Charles V. Truax, director of agriculture for the State of Ohio after a recent trip to that city for a conference with President Coolidge. The Dickinson Bill is being lauded as "worthy of commendation because of its aiding to dispose of surplus grain not needed for domestic use," says Mr. Truax.

* * *

Edward E. Nettleton, secretary and treasurer of the Imperial Grain & Milling Company, is leaving Sunday, March 7, for New York where he and his wife will spend several days before sailing for the West Indies.

* * *

Grain inspections for the month of February were 474 cars of wheat, 519 cars of corn, 118 cars of oats, 14 cars of rye, and 1 car of barley. Total, 1,125 cars.

* * *

H. Wallace Applegate, president of the Exchange, John W. Luscombe of Southworth & Co., and Jesse D. Hurlbut of the Toledo Grain & Milling Company were on the program of the monthly meeting of the N. W. Ohio Farmers Grain Dealers held in the Boody House, Monday evening, March, 1. Ben Hofner, floor representative of Lamson Bros. & Co. and his "Jo" furnished the music.

* * *

The Produce Exchange Traffic Association held their monthly meeting at the Elks Club, Thursday evening, February 25. About 20 attended and enjoyed a good dinner followed by a discussion of various problems confronting firms in this market. Standing committees for the ensuing year were appointed.

* * *

John H. Taylor, treasurer of the Northwestern Elevator & Mill Company, was in New York City during the past month calling on their trade.

* * *

G. J. Burrer, of J. G. Burrer & Sons Company, Sunbury, Ohio, who died during the past month, was well known among the older millers and grain dealers in this market. He enjoyed an enviable reputation for his sterling character. He is survived by his widow and four sons.

* * *

Joe Doering of Southworth & Co., who returned recently from a trip through the Eastern States and Canada, reports dealers in that section optimistic about the grain outlook.

* * *

Grain dealers of southern Michigan held an informal meeting and dinner at the new Lenawee Hotel, Adrian, Mich., the evening of February 18. About 40 dealers attended though there was a blinding storm the same evening. Several important problems were discussed and talks given by various managers. The Toledo market was represented by Frank Bowes of the Kieser Milling Company, Joe Streicher and Bill Cummings of J. F. Zahm & Co., George Forrester of the Lake Erie Milling Company and S. M. Bender of Southworth & Co.

* * *

Raymond P. Lipe and family are spending the winter in Florida. Mr. Lipe, although leaving much of the detail work of the C. A. King & Co. to his able lieutenants, still takes an active part in the important affairs of that company.

* * *

Fred Mayer of J. F. Zahm & Co., who recently completed a tour of jury duty, remarked that he had heard all the arguing and troubles that he wanted to hear in the next 10 years.

* * *

Visitors to the local floor are often surprised when the local boys spring their band on them. Ben Hofner and his banjo and the drum corps composed of Fred Jaeger of J. F. Zahm & Co., and George Kreagloh of the Toledo Field Seed Company are very efficient in the rendition of difficult scores.

* * *

The Premier Seed Company with Frank Moorman as general manager has been organized to take over the Crumbaugh-Kuehn Company, well known firm in the seed trade for many years. Several Toledo salesmen are interested in the new company which will be incorporated later.

MINNEAPOLIS

EDWIN O. WELDE CORRESPONDENT

COUNTY agents are in the thick of the northwest grain smut prevention campaign, planning seed treatment demonstration meetings for farmers in all counties, and showing methods of operation. F. W. Peck, extension director at University Farm, is in charge of Minnesota territory. Percentage of smut in the 1925 crop of Spring wheat, including Durum, received by 1,100 independent and co-operative country elevators, is shown by counties in Minnesota as follows: Becker 2, Brown 20, Carver 1, Chippewa 3, Chisago 3, Clay 0, Clearwater 2, Dodge 35, Douglas 2, Faribault 19, Freeborn 40, Grant 7, Isanti 1, Jackson 24, Kandiyohi 8, Lac qui Parle 3, Lincoln 5, Lyon 1, McLeod 16, Marshall 8, Martin 2, Mahnomen 4, Meeker 7, Mille Lacs 2, Morrison 15, Mower 100, Nicollet 1, Norman 7, Otter Tail 2, Pennington 5, Polk 3, Pope 4, Red Lake 10, Redwood 14, Renville 4, Rice 11, Scot 10, Sibley 7, Steele 34, Stevens 5, Stearns 3, Todd 6, Traverse 30, Waseca 50, Wright 3, Watonwan 4, Wilkin 5, Yellow Medicine 4. The North-

west Grain Smut Prevention Commiteet is offering $50 in prizes for the best store or window display featuring grain smut eradication. Photos should be mailed to the Minneapolis Civic & Commeree Assoeiation.

* * *

At the annual flax conference at University Farm it was found that Minnesota had 760,000 acres of flax in 1925, whieh yielded about 10 bushels to the acre. Minnesota is second only to North Dakota in flax produetion according to figures revealed at the conference.

* * *

Hallet & Carey Company with offices in the Chamber of Commerce Building, Minneapolis, has begun construction of a new 1,000,000-bushel capaeity grain elevator at Elm Street and 15th Avenue S. E. The general contract has been awarded to the McKenzie-Hague Company, 1502 Nieollet Avenue, Minneapolis. The initial outlay is to be $300,000, but ground space is available for enlargement later. The elevator is being built on the site of the old Calumet Elevator, whieh was destroyed by fire in August last year. Some features of the new elevator are: The elevator in many respects will be similar to the state owned elevator plant at Grand Forks, N. D. It will be steel and reinforeed eoncrete eonstruction, strictly fireproof. There will be 16 large tanks and 18 smaller unit spaees, enelosing the spaces between the tanks. Into these unit spaces farmers' grains can be stored and kept entirely separate. The mixing and blending will be done automatically by belt arrangement beneath the tanks. A distinct feature will be a full daylight basement where the aetual operations will be carried on.

* * *

Henry J. Lewis, 71 years old, a veteran stock and grain broker, died reeently at Eitel Hospital after several years of ill health. He was born at Edgerton, Ohio, June 14, 1855. Mr. Lewis took up telegraphy as a young man and eame to Minneapolis as an operator for the Minneapolis & St. Louis Railroad. Two years later he went to Cleveland and opened a grain brokerage office, and in 1885 returned to Minneapolis. He was for several years assoeiated with his brother in Charles E. Lewis & Co., but retired from aetive business some years ago because of ill health.

* * *

Aetual eost of producing crops on Red River Valley farms near Crookston will be determined in a survey of 25 farms by a group of farm experts headed by Professor George A. Pond of the University of Minnesota. The survey will eontinue for three years and is being conducted by the U. S. Department of Agriculture and the University of Minnesota.

* * *

The Northwest Grain Marketing Company, whieh was recently incorporated, has elected S. M. Arneson, McLaughlin, S. D., as president. Other officers are James A. Mead, Glentana, Mont., first vice-president; Frank Linha, Minot, N. D., seeond vice-president, and E. Houston, Minneapolis, seeretary and treasurer. The Executive Committee includes the president and secretary and Earl M. Johnson of Beardsley, Minn. Mr. Arneson, as president, has been authorized to apply for membership in the Minneapolis Chamber of Commeree. The new company proposes to federate farmers elevators throughout four northwest states in selling of grain on terminal markets, and to lease or purehase terminal elevator facilities. The company was incorporated with a capital of $1,000,000.

* * *

Strong-Scott Manufacturing Company, manufacturers of flour and mill machinery, will build a new faetory in the northwest terminal district. Larson & McLaren, architects, 308 Baker Building, has been seleeted to make plans for the new building, which will eontain approximately 60,000 square feet of floor space and will eost $175,000. A. W. Strong is president, Phllip Little, Jr., vice-president and treasurer, and L. S. Strong, secretary of the company.

* * *

W. Scott Woodworth, secretary of E. S. Woodworth & Co., grain and millstuffs, Minneapolis, has left for a trip abroad.

* * *

J. R. Stewart of the Banner Grain Company has left for an extended trip to Florida.

* * *

The international co-operative wheat pool was organized on a permanent basis at the reeent meeting held in St. Paul. Headquarters of the permanent organization will be at the Canadian co-operative selling agency at Winnipeg. Further organization work has been left to a commitee whose members are G. W. Robertson, Saskatchewan wheat pool; S. J. Farmer, Canadian wheat pool; selling organization: C. H. Burnell, Manitoba wheat pool; E. R. Downie, Kansas wheat pool; John Manley, Oklahoma wheat pool, and A. J. Scott, North Dakota wheat pool. Mr. Burnell is chairman and Mr. Robertson secretary of the organization committeet.

* * *

Recent visitors to Minneapolis are: A. A. Ryer of the Ryer Grain Company, Seattle, Wash.; R. S. Schiller of the Occident Terminal Elevator Company, Duluth; Frank Endersby, official grain sampler at Fort William and Port Arthur; J. A. Richardson of James A. Richardson & Sons, Winnipeg; E. W. Kneeland of the British American Elevator Company, Winnipeg; C. E. Eggleston, Winnipeg manager of Hallet, Carey & Swarte; M. Agster, chemist, and Godfrey Morgan, superintendent of elevators of the Spencer Kellogg & Sons Company, Buffalo, N. Y.

NEW YORK

C. K. TRAFTON - - CORRESPONDENT

IN MY last letter I made mention of the probable formation of a new commission and brokerage house in grain, feeds, etc. Since then it has been officially announced on 'Change that the title of the new firm is The Abel-Whitman Company, Inc. The heads of this coneern, viz.: Jos. Abel and Paul Whitman, have long been known in the local grain and feed trade, and especially Mr. Abel who has been here since boyhood. With long experience and a host of friends their sueeess is considered assured.

* * *

Karl Nisehk, who was formerly a broker with the grain receiving and export house of M. B. Jones Company, Inc., was weleomed baek on 'Change early in March upon returning from a three months' trip in Europe during which he traveled mainly in Germany and Poland. Thus far Mr. Nischk has made no new connections.

* * *

Lorenzo Forbe, representing the New Jersey Flour Mills Company, has been elected a member of the New York Produee Exchange.

* * *

Harry R. Gordon has been spending several weeks in Miami, Fla., where he has opened a braneh office for the wholesale handling of flour and sugar.

* * *

Chas. Baker, floor manager on the Chicago Board of Trade, for Faroll Bros., grain merehants, has been spending several days with friends in the loeal market this month and is an applicant for membership.

* * *

Hugh Galbraith, president of The Boutwell Milling & Grain Company of Troy, N. Y., but for many years a member of the New York Produee Exchange, left early in March to spend the balance of the month in Florida.

* * *

Geo. D. Templeton, broker in grain, stocks and eotton, has been eleeted to membership on the New York Produce Exchange.

* * *

W. L. Sweet, Jr., of the grain exporting house of Robinson & Sweet, was welcomed baek on 'Change early in March looking well tanned and generally improved by his three weeks rest in Florida.

* * *

F. Alexander, one of the heads in the Amsterdam offiee of the Bunge North Ameriean Grain Company, was introdueed to members of the local trade early this month.

* * *

Frank J. Bomm has been elected a member of the New York Produce Exehange as a representative of N. W. Peters & Co., Ine., brokers and eommission merchants in grain, eottonseed oil, ete.

* * *

Jos B. Schanck, of Shank & Field, Ine., handlers of hay, straw and grain, has been elected to membership on the N. Y. Produce Exchange.

* * *

Robt. Straub, president of Montgomery, Straub & Co., Ine., grain brokers, was welcomed baek on 'Change early in March after a two weeks visit to Bermuda.

* * *

Henry C. Zwing has been elceted a member of the New York Produee Exehange to represent J. P. Grant, exporter of grain, eottonseed oil, and provisions.

* * *

Chas. M. Shlenker was reeently eleeted to membership on the New York Produce Exchange as representative of Chas. Fairehild & Co., exporters of grain, cotton and cottonseed oil.

* * *

J. M. Murray, of the Quaker Oats Company, Chieago, was visiting frlends on the New York Produce Exehange late in February.

* * *

John Melady, of the Melady Grain Company, receivers and shippers of grain, and especially of Canadian wheat, left for a speeial trip in Europe last month and is not expected back until May.

* * *

W. C. Renstrowe, grain dealer in the Chieago market, was calling on friends in this market late in February.

* * *

John Patten, son of James Patten, the former large grain operator, was calling on frlends in this market late in February, being on his way home from Florida.

* * *

Through the courtesy of J. W. H. Hamilton, grain exporter, we had the pleasure of meeting G. DuRietz who is assistant manager of a large organization of importers and millers located at Stockholm, Sweden, and entitled "Swedish Middle States Millers Import Assoeiation." Mr. DuRietz is a man of wide experience and is exceedingly well informed. He spent several days in this market eonversing with leading members of the grain and flour trade before visiting western markets. Among other things, he said that the outlook for a larger wheat crop on the eontinent was considered bright on aeeount of the enlargement in area. In Sweden, for example, he said he thought there would be an increase of about 50 per cent whieh suggests a reduction of that amount in import requirements. In the main, high protein wheats were chiefly wanted, largely for mixing with comparatively weak native wheats. It was supposed that this wheat would be seeured chiefly in Canada and Russia. It was particularly surprising to learn that importers on the eontinent were figuring on getting this high protein grain from Russia in April and May. In his judgment the best wheat in Russia was as strong as in Canada. It was assumed, he said, that Russian farmers would be willing to draw on their reserves in April provided they found that the growing erop had passed through the winter in good condition. Moreover, in that time the navigation from northern Russia to Sweden would reopen. Therefore, he felt that late high prices were on an unsound basis.

* * *

Edward Pember, manager of Robinson & Sweet, grain shippers, reeeived a warm welcome baek at his post after a two weeks' visit to Bermuda.

* * *

G. Jeselsohn, one of the active representatives on 'Change of the Bunge North American Grain Company, was weleomed back early in Mareh after a six weeks visit in Europe.

* * *

Much has been heard lately anent the poor rice crop in China and in a sense this was partly confirmed by recent shipments of flour from this eoast to that country. Among the clearances were several parcels from here aggregating 53,000 barrels and 2,900 from New Orleans.

* * *

Alfred Long, grain merehant of Paris where his brother is a partner of the Continental Grain Company, was visiting that concern's New York office early this month.

* * *

Harold L. Abbel of the Marine Elevator Company, grain elevator, Buffalo, N. Y., is an applicant for membership on the New York Produce Exchange.

* * *

Tickets of membership to the New York Produce Exchange have been mueh stronger lately, having advaneed about $400 as the demand has been more aetive. Doubtless buying was largely stimulated by the alleged bright outlook for the proposed reestablishment of futures trading in wheat with deliveries to be made in Buffalo. It was said that several western grain coneerns, partly at Chicago and Buffalo, were keenly interested.

* * *

Numerous energetic members of the loeal grain trade assert that the speeial eommittee having in charge the drawing up of rules, regulations, etc., pertaining to the proposition to re-establish trading in wheat futures here, —embraeing both domestie and bonded wheat—with deliveries to be made in Buffalo, have been making steady progress lately, having nearly all their plans virtually completed. All the papers bearing on storage and rules for delivery, etc., have already been sent to Buffalo.

* * *

Geo. B. Robinson, aged 84, has passed away. For many years he was prominent in the grain, flour and feed trade, primarily as a shipper to the West Indies, but later as a reeeiver and distributor to eastern points; notably when a partner in the old house of Marsh, White & Co. When a young man he was located in Washington as secretary to the Minister from Peru to the United States. In recent years he has spent much time and money in charitable work in which he was keenly interested. Indeed, it was said he worked far too hard for his years. His son Geo. B. Robinson, Jr., is also a member of the Produee Exchange and interested in grain, feeds, etc.

* * *

Leonard Isbister, grain broker who paid a visit to Bermuda last month, has returned to his post on 'Change and reported a most enjoyable time.

GRAIN NEWS FROM BOSTON

By L. C. BREED

THE United States Feed Distributors Association is seeking the co-operation of the Chamber in seeuring the adoption of the proposed rule which aims at having a more exact definition as to eustom in the sale of feedstuffs, and, second, to seeure discrimination between Durum wheat by-products and wheat feeds.

* * *

The seed men are still engaged in the agitation of the elimination of the practice of eharging for bags. As a start in that direction, it is proposed by some of the loeal dealers that only plain eotton bags should be charged for. They make the point that a branded bag is a form of advertising which should be eonsidered by the seller, and, furthermore, it is not as saleable as a plain sack.

* * *

At the recent election of officers by the Chamber, the following officers were eleeted: President, Albert K. Tapper; first viee-president, Richard E. Pape; second viee-president, Edward H. Day; treasurer, Frank W. Wise; secretary, Louis W. De Pass. Directors for three years: Herbert L. Hammond, Rodney T. Hardy, Andrew L. O'Toole, John W. McLachlan. Chairman of Trustees, Elmer E. Dawson. Chairman of Finance Committee, C. H. Jaquith. Chairman of Arbitration Committee,

Frank A. Noyes. The membership is now 200, and there is quite a large list of associate members to which additions are, from time to time, being made.

* * *

The first annual dinner of the Boston Grain and Flour Exchange was very successful in attendance and interest, there being 216 members and guests present. Retiring President Dean K. Webster acted as toastmaster. The principal address was made by John Barrett, former U. S. Minister and Commissioner in South America. The other speakers were Charles Quinn, secretary of the Grain Dealers National Association, Roland W. Boyden and Albert K. Tapper, the newly elected president. Past-president Dean K. Webster was presented with a gold watch chain as a token of the regard in which he is held by his fellow members.

* * *

The Maritime Board is persisting in its work looking to the removal of the differentials in effect against this port. It has obtained the right to reopen the case on the basis of the suggestions which the Interstate Commerce Commission offered a year ago.

* * *

Corn is ruling lower in this market, but oats are fairly steady. Feeds are somewhat irregular in price but offerings from the West are moderate, pending greater activity in milling flour. The demand, however, is moderate.

* * *

Receipts of hay continue moderate and the local market is ruling firm; recent storms have increased the demand somewhat, and while prices are as high, there is less disposition on the part of receivers to shade them. Straw is quiet but steady. No. 1 Timothy is quoted at $27 to $28; No. 2, $25 to $27. Rye Straw, $22 to $23. Receipts of hay for February, 235 cars; rye straw, 8 cars.

* * *

Stocks of grain in regular elevators, March 1, are as follows: Wheat, 34,398 bushels (bonded); corn, 19,057 bushels; oats, 63,026 bushels; rye, 4,317 bushels; barley, 255,674 bushels (bonded).

* * *

Receipts of grain at Boston during the month of February were as follows: Wheat, 22,125 bushels; corn, 29,275 bushels; oats, 53,200 bushels; rye, 3,850 bushels; barley, 201,400 bushels; malt, 1,425 bushels; mill feed, 93 tons; cornmeal, 25 barrels; oatmeal, 9,211 cases.

* * *

Among the visitors to the Exchange during the month of February, outside of New England, were the following: Joe Doering, Toledo, Ohio; E. Thierwechter, Oak Harbor, Ohio; C. E. Roseth, Minneapolis, Mnin.; Hubert J. Horan, Philadelphia, Pa.; S. L. Rice, Metamora, Ohio; Charles Lumn, Toledo, Ohio; J. W. Hannes, Buffalo, N. Y.; F. C. Meyer, Menomonie, Wis.; Robert Leggott, Syracuse, N. Y.; J. W. Strickland, Battle Creek, Mich.; M. F. Cohn, Waverly, N. Y.; R. C. Woodworth, Minneapolis, Minn.; Henry Zinner, New York City; H. T. Johnson, Omaha, Neb.; C. P. Spaulding, Chicago, Ill.; H. P. Greene, Seattle, Wash.; Dwight M. Baldwin, Minneapolis, Minn.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for February:

BALTIMORE—Reported by James B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	630,920	791,991	615,428	916,108
Corn, bus....	143,280	86,995	502,231	6,496
Oats, bus. ...	208,986	145,154	130,064	.....
Barley, bus..	354,861	553,829	756,563	585,874
Rye, bus....	57,296	669,158	128,571	383,172
Malt, bus....	2,379	20,778	.....	46,914
Millfeed, tons	1,617	1,337	.....	.....
Straw, tons..	36	927	.....	.....
Hay, tons....	948	1,294	.....	.....
Flour, bbls...	66,385	172,044	7,973	81,572

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	1,167,000	1,511,000	852,000	2,545,000
Corn, bus....	11,135,000	6,484,000	2,015,000	2,541,000
Oats, bus....	2,682,000	3,680,000	2,242,000	3,072,000
Barley, bus..	630,000	1,036,000	166,000	365,000
Rye, bus.....	117,000	209,000	184,000	97,000
Timothy Seed, lbs.	1,801,000	2,038,000	1,212,000	2,481,000
Clover Seed, lbs.	2,079,000	1,507,000	1,708,000	1,205,000
Other Grass Seed, lbs.	1,843,000	1,323,000	1,102,000	2,335,000
Flax Seed, bus.	140,000	143,000	.....	15,000
Hay, tons....	15,112	14,917	2,595	1,167
Flour, bbls...	946,000	1,218,000	594,000	792,000

CINCINNATI—Reported by D. J. Schuh, Executive-Secretary of the Cincinnati Grain and Hay Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	310,800	456,400	158,200	338,800
Corn, Ear and Shelled	613,600	473,200	352,800	429,800
Oats, bus....	260,000	212,000	240,000	326,000
Barley, bus..	7,000	2,800	.....	.....
Rye, bus.....	5,600	4,200	4,200	1,400
Milo, bus....	2,800	2,800	.....	.....
Hay, tons ...	5,511	8,943	.....	.....

CAIRO—Reported by M. C. Culp, Chf. Gr. Insptr. & Weighmaster of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	.....	1,597,557	.....	1,406,516
Corn, bus....	169,706	41,859	163,556	31,899
Oats, bus....	1,078,196	1,405,529	1,079,918	1,452,806

Denver—Reported by H. G. Mundhenk, secretary of the Grain Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	603,000	226,500	60,000	21,000
Corn, bus....	730,050	602,100	201,500	125,550
Oats, bus.....	74,000	114,000	54,000	66,000
Barley, bus..	40,800	19,300	6,800	6,800
Rye, bus.....	3,000	3,000	.....	.....
Hay, tons...	880	550	.....	.....
Beans, cars...	.....	.....	291	125

DETROIT—Reported by C. B. Drouillard, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	110,000	112,000	.....	7,000
Corn, bus....	105,000	24,000	39,000	15,000
Oats, bus....	96,000	118,000	2,000	30,000
Barley, bus..	30,000	60,000	.....	.....
Rye, bus....	26,000	24,000	3,000	.....

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	1,503,515	2,564,848	653,790	866,526
Corn, bus....	1,426	22,827	.....	.....
Oats, bus....	403,378	321,755	5,646	.....
Barley, bus...	28,438	129,497	62,154	49,999
Rye, bus....	359,794	727,184	86,620	47,001
Flax Seed, bus.	103,310	109,907	331,318	284,409
Flour, bbls...	.....	.....	66,965	75,985

FORT WILLIAM—Reported by E. A. Ursell, Statistician of the Board of Grain Commissioners, for Canada:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	3,968,471	6,171,684	1,945,288	2,657,424
Corn, bus....	5,509	1,436	5,509	1,436
Oats, bus....	827,945	2,237,126	409,713	328,929
Barley, bus..	342,412	1,086,364	380,459	117,749
Rye, bus.....	56,952	124,441	1,501	.....
Flax Seed, bus.	82,252	288,572	9,878	59,215

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	239,000	284,700	44,000	179,000
Corn, bus....	1,662,000	1,195,000	1,113,000	1,065,000
Oats, bus....	496,000	590,000	532,000	618,000
Rye, bus.....	1,400	.....	3,000	35,000

KANSAS CITY—Reported by W. R. Scott, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	2,616,300	2,687,850	1,455,300	3,524,850
Corn, bus....	2,072,500	2,582,500	410,000	623,750
Oats, bus....	443,700	671,500	622,500	361,500
Barley, bus..	15,000	19,500	13,000	2,600
Rye, bus.....	15,400	15,400	2,200	1,100
Bran, tons...	1,620	4,920	31,740	19,980
Kaffir Corn, bus.	290,400	635,800	176,000	319,000
Hay, tons....	33,324	32,628	22,656	17,184
Flour, bbls...	64,350	52,000	491,075	506,350

LOS ANGELES—Reported by secretary of the Grain Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, carloads	169	190	.....	.....
Corn, carloads	188	189	.....	.....
Oats, carloads	30	43	.....	.....
Barley, carloads	136	74	.....	.....
Kaffir Corn, carloads ...	6	106	.....	.....
Flour, carloads	162	224	.....	.....

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	103,600	221,200	148,644	169,071
Corn, bus....	1,270,920	1,320,040	479,178	471,775
Oats, bus....	863,460	1,051,600	658,948	946,959
Barley, bus..	563,180	1,096,000	146,967	554,018
Rye, bus.....	117,445	159,895	44,990	63,900
Timothy Seed, lbs.	185,000	235,500	60,540	155,265
Clover Seed, lbs.	347,005	444,575	305,360	37,008
Flax Seed, bus.	65,780	151,680	1,430	.....
Feed, tons...	3,850	3,203	10,017	9,074
Hay, tons ..	1,117	313	216	204
Flour, bbls...	117,890	73,192	104,910	93,470

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	6,545,300	5,130,240	3,716,690	2,764,850
Corn, bus....	1,392,130	3,303,280	973,430	2,849,870
Oats, bus.....	1,475,170	2,270,240	2,183,300	2,920,620
Barley, bus..	1,164,900	1,612,130	846,490	1,865,800
Rye, bus.....	350,260	208,350	89,860	141,550
Flax Seed, bus.	276,490	750,050	89,860	141,550
Millstuffs, tons	1,495	2,084	42,691	48,308
Hay, tons....	2,632	2,683	692	270
Flour, bbls..	17,981	70,253	902,584	973,203

MONTREAL—Reported by J. Stanley Cook, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	802,593	1,007,368	.....	.....
Corn, bus....	19,023	11,550	.....	.....
Oats, bus....	299,188	207,645	29,330	12,816
Barley, bus..	110,822	62,132	.....	.....
Flax Seed, bus.	40,279	12,100	.....	.....
Hay, tons....	30,520	53,141	.....	.....
Flour, bbls...	100,063	152,607	195,143	125,514

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	3,424,000	2,581,600	4,521,000	3,460,000
Corn, bus...	121,500	43,500	.....	.....
Oats, bus....	1,244,000	902,000	862,000	630,000
Barley, bus..	571,200	967,300	1,305,000	1,901,000
Rye, bus.....	328,500	96,000	237,000	1,276,000
Clover Seed, bags	.....	.....	1881	.....
Other Grass Seeds, bags	.....	3,000	.....	8,304
Flax Seed, hus.	.....	295,000	.....	.....
Hay, tons....	3,588	3,500	.....	6,029
Flour, bbls...	963,340	1,202,025	299,000	739,000

NEW ORLEANS—Reported by S. P. Fears, Chf. Gr. Insptr. & Weighmaster of the Board of Trade, Ltd.:

	Receipts		Shipments	
	1926 Cars	1925 Cars	1926 Bus.	1925 Bus.
Wheat	22	503	13,494	2,173,043
Corn	335	204	585,832	163,879
Oats	35	112	27,910	102,749
Barley	1	6	.....	.....
Grain Sorghums	2	7	.....	.....
Receipts ex. River Barges				
Wheat	.....	1,435,835	.....	.....
Corn	23,626	.....	.....	.....
Oats	4,667	.....	.....	.....
Rye	4,967	.....	.....	.....

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, hus..	845,600	152,400	519,400	2,048,200
Corn, bus....	1,766,800	1,183,000	1,327,200	1,244,600
Oats, bus....	572,000	1,028,000	994,000	1,718,000
Barley, bus..	27,200	28,800	20,800	32,000
Rye, bus.....	61,600	60,200	2,800	29,400

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	56,400	52,800	49,200	52,800
Corn, bus....	2,673,100	1,725,800	1,760,650	1,080,550
Oats, bus....	735,200	769,400	642,500	804,600
Barley, bus..	149,800	93,800	89,600	54,600
Rye, bus.....	3,600	2,400	6,000	2,400
Mill Feed, tons	30,640	37,620	29,038	34,660
Hay, tons....	1,640	1,660	700	240
Flour, bbls...	166,800	245,000	189,800	196,800

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	1,099,024	4,699,295	1,113,320	4,759,717
Corn, bus....	58,182	144,749	64,286	.....
Oats, bus...	81,194	238,507	205,561	108,833
Barley, bus..	80,294	18,025	53,318	16,629
Rye, bus.....	1,471	76,485	.....	127,992
Flour, bbls...	183,808	266,894	12,091	36,768

SAN FRANCISCO—Reported by J. J. Sullivan, Chief Inspector of the Chamber of Commerce:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, tons..	4,847	10,674	.....	.....
Corn, tons....	2,715	2,313	.....	.....
Oats, tons....	1,641	1,125	.....	.....
Barley, tons..	16,167	6,162	.....	.....
Bran, tons...	284	640	.....	.....
Beans, sacks.	34,952	40,162	.....	.....
Foreign Beans, sacks	31,864	67,032	.....	.....
Hay, tons....	2,514	1,847	.....	.....

ST. LOUIS—Reported by Charles Rippe, secretary of the Merchants Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	1,842,400	2,822,740	1,737,400	2,804,760
Corn, bus....	2,114,000	1,527,400	1,266,000	1,195,000
Oats, bus....	2,878,000	2,274,000	2,588,000	2,304,780
Barley, bus..	44,200	97,600	40,000	17,200
Rye, bus.....	13,000	5,200	1,300	2,480
Kaffir Corn, bus.	58,800	117,600	24,000	161,720
Hay, tons ...	11,496	11,928	6,652	5,025
Flour, bbls...	402,650	466,060	453,520	509,500

SUPERIOR—Reported by E. W. Feidler, chairman of the Wisconsin Grain and Warehouse Commission:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	723,132	898,344	411,829	664,528
Corn, bus....	4,439	116,781	.....	.....
Oats, bus.....	49,154	153,969	18,910	.....
Barley, bus..	8,235	105,132	.....	23,333
Rye, bus....	191,907	152,792	72,716	.....
Bonded Wheat, hus.	16,123	72,166	.....	.....
Bonded Oats, hus.	1,195	2,300	5,646	.....
Bonded Rye, hus.	2,312	2,750	.....	.....
Flax Seed, bus.	93,723	97,911	26,689	31,270
Bonded Barley, bus.	24,408	16,220	57,112	.....
Bonded Flax, bus.	1,193	.....	.....	.....

TOLEDO—Reported by A. Gassaway, secretary of the Produce Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus..	663,600	579,600	152,775	136,075
Corn, hus....	648,750	311,250	386,490	241,070
Oats, hus....	241,900	547,350	263,560	472,405
Barley, bus..	1,200	4,800	.....	.....
Rye, bus.....	16,800	14,400	3,765	3,750
Clover, bags..	6,501	2,701	4,717	5,780
Timothy, hags.	26	1,382	1,285	461
Alsike, bags.	189	349	5858	1,309

FOR ALBANY AS OCEAN PORT

According to A. W. Keller, assistant engineer to the Albany, N. Y., port district commission, completion of the proposed $22,000,000 ocean port project at Albany will double New York's barge canal traffic, divert millions of dollars' worth of grain and lumber traffic to Buffalo and enhance Buffalo's future as the world's largest grain port.

The project includes deepening the Hudson River to 27 feet from Hudson to Albany, construction of a 1,000,000-bushel grain elevator, warehouses, and sheds. It is estimated that the work can be finished by 1930. Mr. Keller sees, in completion of the project, the "death knell" of the St. Lawrence canal proposition as, with completion of the Albany project, 95 per cent of the ocean-going cargo vessels could load and unload at Albany, which would be a year-around port.

HAY, STRAW AND FEED

HAY VALUE EXCEEDS WHEAT

At $1,300,000,000, the value of the hay crop in the United States exceeds that of wheat by about $370,000,000. Its value is surpassed only by the corn and cotton crops. These are two of the facts emphasized in the *National Bank of Commerce Monthly* for February. The fact is also cited that hay production is not shrinking in this country. With a total of 74,000,000 acres in 1925, the hay crop is taking up as large a part of our agricultural land as it did 15 years ago. The proportion of the acreage in hay to that in cereal crops as shown in the census of 1920 was little different from that of 10 years before. A swing from wild to cultivated hays, and the remarkable gains in Alfalfa and Clover coincident with a sharp decline of the Timothy acreage, have largely increased the feeding value of the hay tonnage produced. Less than 15 per cent of the hay crop is sold off farms, says the report.

SPRING EWE FEEDING PROFITABLE

The effects of "flushing" ewes (meaning extra feed at breeding time) upon lamb yields have been studied for several years by sheep specialists of the United States Department of Agriculture. The method, which is of English origin, appears to have a wide practical significance, since experiments conducted thus far by the department have resulted in much larger lamb yields.

A report of the department's Bureau of Animal Industry for the last fiscal year contains the results of flushing in two experimental flocks, one at the Government farm near Beltsville, Md., and the other at Middlebury, Vt. The year's results at the former farm showed an increase of 23 more lambs per 100 ewes as the result of the practice, while at the Middlebury farm the increase was 17 per cent. The percentages represent the increase above the normal lamb crop from similar ewes which did not receive the extra feed at breeding time. The results agree substantially with those obtained in former experiments.

HAYS FOR RACEHORSES

Eastern consumers, unacquainted with the feeding qualities of western cereal hays, have been reluctant to give them a trial, except in the case of racehorse feeding. Before 1909, says George W. Hendry, of the University of California, it was the custom of eastern racing stables to winter in California in order to profit by continuous out-door exercise and green feed. At first they brought fancy Timothy hay with them. They soon became familiar, however, with the merits of oat hay, and such noted trainers as Simpson, Hickock, Marvin, Goldsmith and Salisbury became thoroughly convinced that it stimulated greater spirit and stamina in their horses. So they began shipping it east for the racing season. Some shipments for this purpose even went to England.

Professor W. A. Henry, the nutrition specialist of Wisconsin, after his visit to California in 1892, remarked that the speed and draft horses of California should be superior to any in America, both because of climatic advantages, with green feed all the year, and because of the quality of the hay, which is freer from dust, mildew or mold, than eastern hays. In 1909, California's Anti-Racetrack bill went into effect. This statute did not stop horseracing, but it did prohibit book-making and pool selling in conjunction with horseracing. This restriction so decreased the popularity and attendance at the sport that racing became unprofitable and, even with a raise in the price of admission to $2, expenses could not be met. In consequence, the tracks were closed and the racing stables moved to eastern centers having no prohibitive restrictions. Californian Red oat hay, however, is still highly esteemed by racehorse trainers. About 1,000 tons from Alameda, San Benito and Napa Counties are consigned each year for distribution among the racing centers in New York, Ohio, Maryland, Kentucky, Louisiana, and Mexico.

HAY + FEED = PORK

While the combination of tankage, linseed meal and Alfalfa hay as a supplement to corn has proven satisfactory as a cold weather ration for pigs, it may not always be possible for the entire mixture to be provided. The results obtained in a single trial at the University of South Dakota in which Alfalfa hay was offered in a rack in addition to yellow corn and tankage self-fed, indicate that the consumption of only a small amount of Alfalfa hay of average quality greatly improved a corn and tankage ration. The results obtained from such a ration show that pigs made just as good gains as another lot, and while the feed requirements for 100 pounds of gain were somewhat greater, they were, however, much lower than for pigs which received corn and tankage. A comparison of the results of several lots shows that 374.12 pounds of corn and 32.46 pounds of tankage were consumed for each 100 pounds of gain by one lot, and only 346.02 pounds of corn, 30.51 pounds of tankage and 3.14 pounds of Alfalfa hay by another lot. On this basis 3.14 pounds of hay replaced 28.10 pounds of corn and 1.96 pounds of tankage, indicating a rather sensational value for ordinary Alfalfa hay. A study of the weekly feed records, however, shows that 90 per cent of the total hay consumed by the lot was taken during the first eight weeks of the experiment. In other words, these six pigs consumed 27.3 pounds of hay during the first eight weeks of the experiment and only 2.9 pounds during the last six weeks.

HAY ARRIVALS LIGHT

The Toberman Grain Company of St. Louis, Mo., in a recent market letter says: The arrivals of hay continue to be light. Market is in stronger position. Good qualities of Timothy and light mixed will be in active demand all this week and next. Quick shipments will reach a good market.

Choice qualities of Clover wanted. Medium and low grades rather hard to place.

Alfalfa receipts are light. Market firm, especially for the best grades. Medium grades in good request also.

Prairie is steady; high grades sell to advantage. Medium grades barely steady.

ARIZONA HAY RATES ASSAILED

The Arizona Hay Traffic Association for some time has been working for a favorable rate revision on hay freight moving out of the state. In a great measure its efforts have now been rewarded by the Interstate Commerce Commission's report on the case of this association vs. the Arizona Eastern Railroad and other lines. The Commission found unreasonable the rates on baled hay from the Thatcher, Phoenix and Yuma groups in Arizona to points in New Mexico, Clifton, Ariz., Fort Bliss, Texas and other Texas points, Kansas City, St. Louis, and Mississippi River crossings, Memphis and points to the south thereof; from Alhambra, Glendale and Phoenix, to the same points east of New Mexico and to El Paso, Texas; and from the Thatcher and Phoenix groups to Los Angeles, Calif., and prescribed rates to be made operative not later than April 14. It found the rates on the same commodity from the Thatcher, Phoenix and Yuma groups to Mississippi River crossings, Memphis and south, unduly preferential of El Paso. A non-prejudicial basis was prescribed to cover that situation. It found the rates on baled hay, from Arizona points to El Paso and from the Yuma group to Los Angeles, and points taking the same rates not unreasonable or otherwise unlawful.

The hay traffic association contended that all the interstate rates on hay, largely Alfalfa (the state's production being about 538,000 tons) from Arizona were higher than from any other western state; that the rates from Arizona to Los Angeles and other points in California should not be any higher than the rates over the Southern Pacific from Utah common points and intermediate points, to San Francisco; that rates from Nevada and Utah to the middle western and southeastern states, especially to Kansas City and the Mississippi River points, were on a much lower basis than the rates from Arizona to the same territory.

CUBA BUYS 55,000 POUNDS PREPARED FEED PER DAY

Cubans are buying an increasing quantity of feeds from the United States. For the month of January, exports of prepared feeds to the island amounted to 1,730,774 pounds or 55,831 per day. Besides these shipments, 144 tons of middlings, 182,035 pounds of screenings, and 481 tons of other millfeeds were also sent. The Cuban shipments of prepared feed formed approximately half of the total brand feed shipments for the first month this year—3,505,596 pounds. The total value was $73,596. There were 33 other countries to which United States feeds were shipped in January, none of them taking near the volume going to Cuba.

HAY AND STRAW WAREHOUSING

By H. A. HARING

Hay and straw are not grains, and yet they are traded on the grain exchanges wherever futures markets are found. With certain states, too, hay and Alfalfa are included under the statutes along with grain (particularly in Oregon and Washington). They will, therefore, be here included as a specialized form of grain warehousing.

Both hay and straw are bulky, a railroad car carrying only 10 to 12 tons. The value, too, is low per ton. The area of production is extensive, almost as extensive as the area of consumption. They are ordinarily hauled only short distances, with distribution over rather short radius from the place of growth. Freight rates quickly absorb the margin of profit if transported any great distance. For this reason much hay is inspected in the railroad car by the prospective buyer, after arrival of the car at market. There is, at some markets, a "hay-house system", which is the trade name for hay warehouses. These hay-houses accommodate the fluctuations between demand and supply. They are (1) privately owned by dealers, or (2) publicly operated at the hay terminals by or in behalf of the carriers. Such hayhouses exist in nearly all, if not all, principal cities.

Trading in hay occasions "holding in cars" which becomes at times more burdensome to the railroads (who need the cars) than to the owners (who suffer the demurrage costs). To offset these disadvantages, the railroads have constructed their hay-houses. They find ample compensation in the quick release of cars, and an inducement to owner of the hay and straw to permit the goods to go into storage, rather than to be held in cars, the railroads assume or absorb in the freight rate the cost of unloading and re-loading, weighing and piling the bales for inspection. Free time storage is given for the equal of what would have been the free time

*Taken from Mr. Haring's review of this subject in his book "Warehousing," published by the Ronald Press Company, of New York.

for unloading the cars by the consignee. These railroad hay-houses are the best and the quickest method of handling and storing hay. They are found, with varying elaborateness at almost every city, often on each railroad of each city.

Baltimore and Cincinnati only are here cited to indicate the charges for hay and straw storage. They may be accepted as fairly representative of the charges elsewhere, variation as between cities being found chiefly under item (c) of the tariff—the storage charge per day after expiration of free time. At Baltimore, the Chamber of Commerce and at Cincinnati, the Hay and Grain Exchange control the hay and straw trade. The tariff at Baltimore is:

Shipments of hay and straw in carloads will, unless otherwise consigned, be unloaded by the railroads into the hay ware-house piled for inspection, stored and subsequently re-loaded into cars for shipment, or delivered at hay-shed doors, if taken away by wagon or truck, subject to the following conditions:

(a) No charge will be made for unloading into shed, piling or delivering at hay-shed doors when taken out by wagon. The charge for reloading into cars will be $1 per car.

(b) Free storage will be given for first two days, excluding Sundays and full legal holidays. When a holiday falls on Sunday, the following Monday will be excluded. After expiration of said period, storage charges will be assessed as follows:

(c) First period of 5 days, 15 cents per 2,000 pounds, Min., $1.50;

Second period of 5 days, 15 cents per 2,000 pounds, Min., $1.50;

Third period of 5 days, 20 cents per 2,000 pounds, Min., $2.00;

Fourth period of 5 days, 20 cents per 2,000 pounds, Min., $2.00;

Each subsequent day, $1 per car per day.

In figuring storage charges, after free time, Sundays and holidays are included.

(d) During the period of free-storage time, as provided in section (b) insurance will be assumed by the carrier. After the expiration of said free time, the property will be at the risk of owners.

(e) All broken bales must be promptly removed by the owners.

(f) Certificates of weight are issued on all cars of hay and straw received and shipped. Weighing both of empty and of loaded cars is performed under supervision of sworn weigher of the Chamber of Commerce.

The charges at Cincinnati are identical for (a) and (b) and the regulations for (d), (e) and (f), while for (c), following expiration of free time, storage is "thereafter $1 per car per day."

HAY STUDIED ON 22 FARMS

Sweet Clover and Alfalfa hay will be among the crops given intensive study on the 22 crop-record farms in Polk County, Minnesota in connection with the work of the Minnesota Experiment Station working in connection with the Northwest School of Agriculture at Crookston, Minn. Cost studies will be carried on for the benefit of the hay and small grain farmers. Records will be kept on all the different enterprises for the purpose fo finding profitable crop and livestock combinations to replace wheat farming which, because of decreasing yields, is rapidly losing ground. The work at Crookston will be similar to that of the route at Askov, Pine County, where dairying, poultry keeping and potato growing are under study by the university men and 29 farmers who are co-operating in keeping records of costs and labor. Both projects are a continuation of the statistical route studies started several years ago in Steele, Jackson and Cottonwood Counties in southern Minnesota.

BRANDED FEED EXPORTS RISE

The exports of feed from the United States are rapidly increasing, although the total value of the exports of feedstuffs generally for the seven months ended February 1, 1926, was $3,600,000 less than the corresponding value for the previous year. The greatest losses are in oilseed cake meal, and in millfeeds other than bran. Hay exports for the seven months ending last January amounted to 11,282 short tons, compared to 13,064 short tons for the same period ending in 1925. Corresponding figures for other products showing decreases are as follows: Mill feeds other than bran, midds, and screenings, 6,220 tons compared to 13,567 tons; cottonseed cake, 202,153 tons compared to 202,220 tons; linseed cake, 176,016 tons compared to 189,490 tons; cottonseed cake meal 84,204 tons compared to 123,385 tons; linseed cake meal, 2,698 tons against 6,706 tons; other cake meal, 2,123 tons against 9,848 tons; bran and middlings 1,626 tons compared to 1,858 tons.

Products showing increases in exports for the seven-month period in review were oil cake other than cottonseed and linseed, screenings, and prepared feeds. There were 8,343 tons of prepared feeds in the seven months ending February 1, 1925; for the same period closing this year there were 12,372 tons.

HAY IN WEST'S RIVER TRAFFIC

The great system of waterways tributary to the bay of San Francisco, provides cheap transportation for the bulky hay crop from the principal areas of origin to the terminal market. Many wholesale dealers own and operate hay schooners or barges of from 75 to 100 tons' capacity, which ply between San Francisco and the producing sections of the Sacramento and San Joaquin Valley, and the fertile island districts of Marin, Sonoma, and Napa Counties, as far north as Petaluma, Calif.

Although Alfalfa hay takes up about a half of the Golden States' hay acreage, cereal hays constitute the most widely distributed field crop in California. A recent census report credits all but two California Counties with a cereal hay crop. Two main regions

HAY SCHOONER FOR RIVER TRANSPORTATION

lead in grain hay production—the Great Valley of California and the hill lands of the Coast Range Counties. In the former section, grain hay is in reality but a by-product of the grain industry. There it is the practice to mow harvest lanes of from 8 to 25 feet in width all around each grain field several weeks before the harvest in order to admit the harvester on its round. By this practice some 20,000 acres of standing grain are annually converted into hay. Hay schooners are one of the transportation links in the disposition of the hay in this area.

HIGHER HAY RATES CONDEMNED

The Mobile and Ohio's plea for bigger and better rates on hay from St. Louis, Mo., and East St. Louis, Ill., to destinations on its line in the sunny South below Tupelo, Miss., has been refused. Under the tariffs turned down by the Interstate Commerce Commission, it was proposed to establish a proportional rate of 33 cents on hay which originated beyond St. Louis and East St. Louis, to all destinations on its main line in the Mississippi Valley territory south of Tupelo, to and including Meridian, Miss. The schedules were suspended upon protest of the Meridian Traffic Bureau to the Commission. In justification of the proposed rates, the Mobile & Ohio interests, testified that prior to February 23, 1925, with the exception of a reshipping rate of 20.5 cents from St. Louis and East St. Louis to Memphis, over the Illinois Central, there were no commodity rates on hay from St. Louis and East St. Louis or from any Ohio River crossings to Mississippi Valley territory. The applicable rates were Class D, minimum 20,000 pounds. The rate situation which the Mobile & Ohio desired to change was alleged to be due to an error. The Mobile & Ohio witness said that it was the intention of that carrier when a revision was made to publish a 33-cent rate to all stations on its main line south of Tupelo and pointed out that if the Class D rates to those points had remained in effect, the publication of a 33-cent rate as proposed in this case, would have resulted in reductions instead of increases in all instances.

SCHOOL FOR HAY INSPECTORS

The Bureau of Agricultural Economics, United States Department of Agriculture, has arranged for a hay inspectors' school to be held at Montgomery, Ala., in co-operation with the Alabama Department of Agriculture and Industries for the three weeks beginning March 1, 1926. Arrangements were also made in co-operation with the Extension Service of Clemson Agricultural College for the six two-day meetings just held in South Carolina during the first two weeks of March for the purpose of acquainting farmers and hay dealers of that state with the Federal grades. The South Carolina meetings were held at Spartanburg, Greenville, Columbia, Aiken, Florence and Charleston. A meeting was also held at Wilkes-Barre, Pa., on March 3 in co-operation with the Pennsylvania Department of Agriculture to demonstrate the Federal standards and discuss Federal hay inspection with dealers and purchasing agents of mining companies in that section.

POST-MORTEM TO PROVE FEED

Rich concentrate dairy feed, many feeders claim, is likely to cause fatal bloat in dairy cows unless great care is taken on starting the ration. The danger of bloat from feeds is usually exaggerated, but wherever the real cause for trouble is not known, feed usually bears the brunt of explanation. R. K. Matchett, a Purina feed salesman, was unwilling to let his product go undefended when it was assailed recently by a feeder in Lufkin, Texas. A $500 cow owned by this feeder had died. Both the owner and the local veterinarian had blamed the death on Purina "Cow Chow", well known dairy ration. To get the case settled accurately though, Matchett called in a recognized veterinarian (the local practitioner was not a graduate) from Jacksonville, Texas. In the presence of the local man, the local feed dealer, and the feeder, the veterinarian conducted a post-mortem examination which revealed that death was due to a choke in the thoracic cavity, caused from eating Alfalfa hay and grass. This bloat or formation of gas, said the veterinarian, was not due to feeding the concentrate ration, but would have occurred regardless of the contents in the stomachs of the cow.

SOY BEANS FOR DAIRY COWS

Taking up the question of feeding soybeans to dairy cows from the feeder's standpoint, South Dakota State College presents a digest of its conclusions on the subjects in the following order: Soybeans and soybean hay are high protein feeds, and can be grown in nearly all sections of north central states. Several experiment stations have found soybeans and soybean hays equal to or better for milk and fat production than such high protein feeds as cottonseed meal and old process linseed oil meal, and such protein roughages as Alfalfa hay.

The object of the investigations at South Dakota State College was to determine the feeding value of ground soybeans and soybean hay and to note if the ground soybeans had any deleterious effects on the butter. Ground soybeans proved to be 20 per cent more valuable for milk production and 18 per cent more valuable for fat production than oilmeal. Soybean hay, according to the experiment, is also 6 per cent more valuable for milk production and 8 per cent more valuable for fat production than alfalfa hay. The results indicate that ground soybeans can sometimes be fed with profit by dairy

farmers for the high protein feed, and thus decrease the cost of milk production materially.

Soybean hay is not as cheap a legume roughage in South Dakota as Alfalfa hay because of the comparatively lower yield and expense in handling; however, soybean hay can be recommended as an emergency legume crop for dairy cows as a regular crop in regions where Alfalfa or other Clovers are hard to get started. Ground soybeans have no deleterious effect on butter when fed in reasonable amounts; neither can soybeans be depended on to influence the per cent of fat in milk for any appreciable length of time.

FEED DEPRESSED IN NEW YORK

By C. K. TRAFTON

General conditions in the feed market have continued unsatisfactory during the past month. This was true of wheat feeds which have continued to arrive freely, resulting in liberal deliveries on old contracts, and with consumption limited, receivers or jobbers have found supplies excessive. It is evident that distributors and consumers in general had become discouraged on finding tbat their stocks were larger than requirements. Corn products have only weakened in a moderate way as they were not in large supply and there was no noteworthy pressure to sell, but on the other hand, buyers were inclined to hold back. While there was an easier undertone in high protein feeds, linseed and cottonseed meal, there was no pronounced weakness as supplies were moderate and there was no anxiety manifested to sell, but at the same time, buyers were showing limited interest. There was no essential change in the market for best pulp as in the main prices were held steady, partly because receipts of domestic have been insignificant. It was stated in explanation that almost no domestic had been received bere as it had sold in the west to better advantage. Receivers of foreign pulp were showing no anxiety to sell on the ground that shipments from Europe have been falling off, but on the other hand, trade has been quiet and a few small lots have been offered a trifle cheaper by re-sellers.

HAY DEPRESSED IN NEW YORK

By C. K. TRAFTON

It would be exceedingly difficult to recall a more unsatisfactory month in the hay trade than the one under review. For one thing, there have been a number of formidable obstacles to be surmounted. However, it was generally patent that the protracted sluggishness and depression were largely attributable to the remarkably bad condition of the streets which were rendered almost impassable by deep snow, turning to ice in many instances, which made hauling remarkably difficult if not dangerous. Indeed, as far as horses were concerned they were virtually impassable. Needless to say, receipts were reduced to a minimum—occasionally not a single car, which was also mainly due to the heavy snowfall throughout the interior. It is not surprising, therefore, that business was virtually at a standstill for a long time. As there was practically no demand for hay and only insignificant receipts there was no great pressure to sell, but nevertheless, there was a weak undertone, more especially on common and inferior grades, and notably in small bales, the latter largely from Canada. This poor trash was practically unsalable excepting at extraordinary price concessions. Consequently in many cases not enough was received to pay freight and other charges. As a rule Choice or No. 1 Timothy in large bales was mainly wanted, but as practically none arrived, buyers were compelled to be satisfied with No. 2.

NEW FEED BRANDS

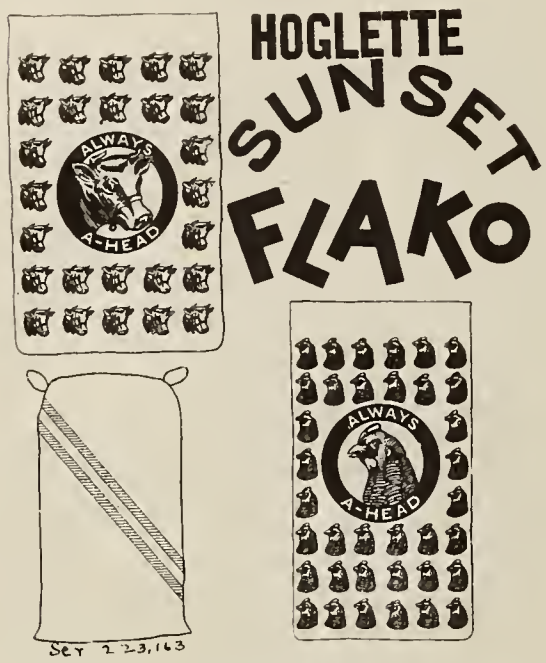
"ALWAYS A-HEAD" poultry feed. Black & White Milling Company, East St. Louis, Ill. Filed December, 26, 1925. Serial No. 225,167. Published February 23, 1926.

"ALWAYS A-HEAD" dairy feed. Black & White Milling Company, East St. Louis, Ill. Filed December 26, 1925. Serial No. 225,168. Published February 23, 1926.

Feed for livestock including horses, mules, cows, poultry, etc. Charleston Milling & Produce Company, Charleston-Kanawha, W. Va. Filed November 12, 1925. Serial No. 223,163. Published February 23, 1926.

"SUNSET" stock and poultry feed, particularly poultry scratch feed. The Ubiko Milling Company, Cincinnati, Ohio. Filed June 22, 1922. Serial No. 165,901. Published February 23, 1926.

"FLAKO" stock and poultry feed. The Corno



Mills Company, St. Louis, Mo. Filed August 23, 1923. Serial No. 184,895. Published February 23, 1926.

"HOGLETTE" foods for cows, pigs, sheep, horses, poultry and cage birds. North Shore Mill Company, Ltd., Liverpool, England. Filed November 19, 1925. Serial No. 223,540. Published March 2, 1926.

A new feed mill is to be built at Arlington, Wash., by the Ajax Feed Company.

The Wernimount Bros Grain Company of Auburn, Iowa, has installed a feed mill.

A feed mill has been installed by the Farmers Grain Company of Cambridge, Iowa.

A new hammer feed mill has been installed by the Harned Grain Company at Fulton, Kan.

A feed mill with fan has been installed by the Huntting Elevator Company of Everly, Iowa.

A new feed grinding outfit has been installed by the Corn Belt Feed Company of Boswell, Ind.

The property of the Lacey Grain Company at Varina, Iowa, has been equipped with a feed mill.

A large capacity feed mill is to be installed by the Hunting Elevator Company of Brownsdale, Minn.

The feed business of Ben Koumans at Montrose, Mo., has been taken over by the Farmers Exchange.

A building at Hannaford, N. D., has been rented by F. R. Cruden who will use it as a wholesale feed house.

A feed mill has been installed in the elevator of the Cincinnati Grain & Hay Company of Cincinnati, Ohio.

A new feed mill with fan has been installed by the New Iberia Commission Company of New Iberia, La.

Herman Henneke is in charge of the store of the Farmers Feed & Produce Store at Batesville (r. f. d. 4), Ind.

Chas. Fay & Son have installed machinery in the feed mill at St. Peter, Minn. It will be in operation by March 1.

A one-story concrete fireproof warehouse has been built for the feed business of B. O. Wiggins & Son of Crosby, Minn.

The feed business at Nebraska City, Neb., formerly owned by Harry Freese has been bought by Dudley Chapman.

The plant of the Williams Elevator Company at Stratford, Iowa, is being remodeled and equipped with a feed grinder.

The new elevator of W. H. Green at North Liberty, Iowa, has been completed. It is equipped with a 22-inch Monarch Attrition Mill.

A large brick feed warehouse is being built by J. E. Franklin of Wetumpka, Ala. It will give him storage space for handling feedstuffs.

The feed store of C. D. Browder at Sweetwater, Tenn., has been bought by H. B. Dickey. He will carry a complete line of Purina feeds.

A. K. Zinn & Co., have incorporated at Battle Creek, Mich., capitalized at $100,000, to specialize in prepared millfeed products. A. K. Zinn is president; Fred W. Zinn, vice-president and treasurer; Henry F. Jacobs, acting secretary. They sell in domestic and export trade.

New equipment is being installed by the Wasatch Product Company at Provo, Utah, where it conducts a general feed and grain business.

The Bell Feed Store at Kosciusko, Miss., has been bought by M. L. Lansdale who will handle all kinds of feed, flour, meal and groceries.

A millfeed department has been added by the Fowler Commission Company of Kansas City, Mo., and D. H. Kresky has been put in charge.

The New Augusta Grain & Supply Company of New Augusta, Ind., has equipped its property with a 26-inch ball bearing motor attrition mill.

To deal in dairy and farm feeding equipment and foods, the Piercy Company has been incorporated, capitalized at $550,000, at Dover, Del.

The feed business of George B. Matthews & Sons at New Orleans is now conducted by Charles R. Matthews, formerly in the brokerage business there.

Z. Hodges has leased the Shaw Building at Bellevue, Wash., and with his son will operate a feed business there. A feed mill is to be installed later.

A feed and flour business is being conducted by the Axtell Grain & Elevator Company of Axtell, Neb. It also installed electric power in the plant.

After a year's vacation, Robert Chapin is again at his desk with Chapin & Co., of Chicago. He is one of the best known and best posted feed men in the country.

The capital stock of the McMillen Feed Company at Fort Wayne, Ind., has been increased by $100,000, making the total capital $300,000. D. W. McMillen is president.

The Linseed By-Products Company has been incorporated at Minneapolis, Minn., by F. Bergman and R. T. Thomas, formerly with the Bergman Mill Feed, Inc., of Minneapolis.

A building and grist mill at Lake City, Ark., has been leased by the Farmers Gin Company and a seed store in which will be handled all kinds of feed and hay, has been opened.

The feed business of the Home Feed Company at Taylorville, Ill., has been bought by Vern Bond and Owen Baughman. The company was formerly operated by L. T. Jones & Spicer.

Theodore D. Harmon has gone into the feed and warehouse business for himself at Eugene, Ore. He was, for the past three years, manager of the Eugene Mill & Elevator Company located at Eugene, Ore.

A modern electric driven double ball bearing attrition feed mill and full equipment has been bought by E. T. Bemis, grain and coal dealers at Austin, Minn. He will put it into immediate operation.

To conduct a feed and fuel business the Mills & Black Company has been incorporated at Lake Mills, Wis. A. D. Mills, T. W. Black and W. A. Engsberg are interested. The firm is capitalized at $30,000.

Herman Deutsch has sold his interest in the Deutsch & Sickert Company of Milwaukee, Wis., an old established hay firm of that city. The firm will continue to operate under the old name with a few changes in the former list of officers.

New machinery, including corn sifter, corn sheller, distributor, cleaner and large attrition mill with two 30-horsepower motors have been installed by the General Supply Company in its feed mill at Lamoni, Iowa, which has just been completed.

The Bertley Company, Chicago, Ill., conducting a jobbing business in millfeeds, oil meal and feed ingredients is now operated and owned by Frank M. Rosenkrans. He was until recently manager of the feed division of the Pratt Food Company of Hammond, Ind.

The J. G. Schaffnit storeroom and warehouse at Perry, Ill., has been leased by G. J. Zimmerman & Son. They are putting in a stock of mill feeds, corn, oats, hay, tankage, etc. They expect to install a cornmeal mill and engine and will grind cornmeal, also crack corn for poultry.

A. N. McHenry is now superintendent of the Amarillo Feed & Seed Company of Amarillo, Texas. The company makes a complete line of feeds according to formulas and manufacturing system of S. T. Edwards & Co., of Chicago. He was formerly with the Portland Flour Mills of Portland, Ore.

J. F. Matts, N. J., Niglis, W. L. Davidson, P. W. Burgenske and O. E. Paradise have incorporated at Verona, Wis., as the Verona Supply & Sales Company. The company will manufacture and deal in feeds and do a general business in farm products and supplies. The firm is capitalized at $15,000.

A partnership has been formed at Austin, Minn., by John Reding and Fred Albright as the Farmers Feed & Seed Company to open a feed mill and seed store. Two 20-horsepower electric motors have been bought. The mill will handle 5,500 pounds of cereal at one time. All varieties of seed are to be handled.

ASSOCIATIONS

CONVENTION CALENDAR

March 24-26.—Fourteenth annual convention of the Farmers Co-operative Grain Dealers Association of Kansas, New Reno Hotel, Hutchison, Kan.

April 15.—Pacific Coast Seedsmans Association, Del Monte, Calif.

April 19-21.—Annual meeting of the Western Grain Dealers Association, Hotel Fort Des Moines, Des Moines, Iowa.

May 11-12.—Thirty-third annual meeting of the Illinois Grain Dealers Association, Hotel Orlando. Decatur, Ill.

May 18-19.—Oklahoma Grain Dealers Association, Enid, Okla.

May 20-21.—Twenty-ninth annual meeting of the Kansas Grain Dealers Association, Salina, Kan.

June 29, 30 and July 1.—Thirty-third annual convention of the National Hay Association, at the Niagara Hotel, Niagara Falls. N. Y.

June 29, 30 and July 1.—American Seed Trade Association, at Chicago, Ill.

August.—Association of Official Seed Analysts of North America, in conjunction with the International Botany Congress, at Cornell University, Ithaca, N. Y.

October 18-20.—Thirtieth annual convention of the Grain Dealers National Association, at the Hotel Statler, Buffalo, N. Y.

EASTERN FEED DEALERS MEET

The semi-annual meeting of the Eastern Federation of Feed Merchants was held at Binghamton. N. Y., on February 24. A number of men prominent in the feed trade addressed those present, and considerable ground was covered in the discussions which followed. Secretary L. F. Brown of the American Feed Manufacturers Association was among the leading speakers, as were a number of others who have been influential in stabilizing the industry.

R. W. Chapin of Chicago made an address, in which he said, in part:

No business can succeed unless the proper system of cost accounting is used. This does not necessarily mean anything elaborate, and usually simple arithmetic will do it in a few minutes. Cost figures are of no use to anyone unless he compares them with someone else's figures to see whether he is ahead or behind.

The one difficulty in the cost accounting of cow testing associations is that they never look for leaks in the cost of making milk. They are looking for poor cows mostly and of course they find them, but who knows but what a lot of these "poor" cows are due to poor feeding? I have never yet seen any cow testing association or college and only a few farms figure out the grain cost of making 100 pounds of milk, and yet this is the most vital thing in the whole business.

A man cannot change his cows. His roughage costs whatever it does—he cannot help that. He is going to feed the cows all the hay they will eat anyway, so he has only two things to do to make or save money. One is to cut down the grain cost of making milk, and the other is to make more milk, if such a thing is possible.

If farmers would begin figuring the grain cost of milk the veil of mystery that surrounds different feeds and rations would be lifted. Of course, there is no more mystery about a feed than there is about an automobile tire. The mileage of a tire can soon be ascertained—and so can the cost of a feed to make milk.

But seemingly our feeding authorities have preferred to surround dairy cow feeding with mystery and confusion. None have chosen the simple method of finding out just what it costs to make milk with different feeds by feeding them to a cow.

The only attempt to do this I have ever seen, by an institution of learning, was one made about two years ago at the state school in Canton, N. Y., where four groups of five cows each were fed each a different ration for 30 days and the total feed cost for both grain and roughage of each group for 100 pounds of milk was obtained. One was fed the college ration. One the open formula and two were fed ready mixed "commercial" rations. As I was not interested in this test I can speak freely.

The open formula herd not only made milk at a high cost, but averaged 5 pounds of milk per cow per day less than some of the others. The best ration took 30 pounds of grain to make 100 pounds of milk and the poorest 33.5. The open formula crowd were very bitter, having this public document quoted by me and of course had a ready alibi that something was the matter with their group of cows. The original bulletin, of which I have a copy, however, had printed at the top of it, "A fair test." The figures would have been better if they simply showed the grain cost of making milk, inasmuch as all the cows got the same amount of roughage at the same price.

It is a good sign when someone starts testing our rations on the basis of cost of production of milk.

Only this week I visited two herds. One was fed 50 pounds of a certain ration to get 100 pounds of milk, and the other was only fed 25 pounds of another ration to make 100 pounds of milk. Anybody not in the feed business, or not a farmer, can see at a glance that the 50-pound ration is worth only half as much as the 25-pound feed, but apparently we are all blind in this business, no matter how clever we are in figuring the value of tires or gasoline.

Has it ever occurred to you that there is anywhere from $5 to $25 a ton difference in the feeding value of different rations now on the market, both ready-mixed and home mixed? I am quite sure you will agree with me that a ration that makes three pounds of milk on one pound of grain is only worth three-quarters as much as a ration that makes four pounds of milk of one pound of grain. Three-quarters is 75 per cent. If they both cost $50 the inferior ration is really worth $37.50 and the man who feeds it is losing $12.50 per ton. The same thing applies to tires. One make of tires will run 15,000 miles on your car and another make 20,000. The poorer make is only worth three-quarters as much as the better.

It is very difficult to get facts about what is really going on on farms because there are very few figures compiled. Fortunately, Cornell University has lately published a series of bulletins containing statistics of a large number of farms, on about 22,000 cows. While it has taken a tremendous amount of work and a long time to compile these, and get them ready for publication, they are just as true now as they were several years ago when the figures were obtained.

Take Bulletin No. 441 of the Cornell Experiment Station: 121 farms in Madison and Chenango Counties, New York, 2,759 cows. This gives the amount of milk produced per cow per year and the amount of grain fed both summer and winter, and the kinds. As these cows averaged around 6,000 pounds of milk per day, they are quite representative.

These cows took 50.2 pounds of grain to make 100 pounds of milk, which is what we would call a feeding ratio of one to two. Per day, per cow, in the winter time, they took 8.9 pounds of grain to make 17.8 pounds of milk. What does this mean? Nothing, unless you know something about cows and what can be done with feeds.

I have in my hand a private census made on 1,267 cows that average 31½ pounds of milk on about eight pounds of grain, and surveys on a number of other

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different feeds where cows made anywhere from 23 to 31 pounds of milk in the different groups, ranging from 33 pounds of grain up to 39 pounds of grain for each hundredweight of milk. Is this because these were better cows, or did they make more milk because they had a better ration? The chances are it was largely due to the grain ration. In any event the grain cost of making milk on the Chenango cows was $1, figuring the feed at a price of 2 cents a pound, and the grain cost of making milk with the best group in this private survey was about 65 cents, figuring grain at 2.5 cents, a difference of 35 cents per hundred in the cost of making milk. On the average farm this would be over $1 per day difference in cost—a saving or loss, as the case might be.

The whole Cornell survey covered more than 22,000 cows, practically all Holsteins, making 3½ per cent milk, which puts them on a parity, and they took close to 45 pounds of grain to make 100 pounds of milk. These cows were all fed rations that seem to average around 20 per cent protein. In the Chenango group 85 per cent of the rations were home mixed and 15 per cent were ready-mixed.

Home Mixed Ration Inefficient

Why is it that the home mixed rations are so inefficient? One would think that with so many thousand combinations possible that someone would, by accident, hit on a fairly good ration, but you rarely find a home-mixed ration running better than one to three, with an average herd, which means that home-mixed rations run on a 75 per cent basis of efficiency or even less, and so far as I can learn, the open formula rations are not showing up any better than the home-mixed.

If all of these open formulas are so wonderful why don't they produce milk at less cost? My theory is that the one trouble with them is that they are produced on paper without being tried out first to see if they are really the last word, as some of their supporters claim them to be. Most of all, whoever produces these formulas doesn't seem to know that there are other rations on the market that are doing one-third better than theirs are.

Many of the things that one ought to know—what feed will do to cows and what cows will do with feeds—are not found in books. One of them is that a heavy milking cow produces milk at a better ratio than a lower producer. I have before me cases where a certain feed produced 50 pounds of milk at the rate of one to five, when the cows were fresh, and four months later, produced 32 pounds of milk at the rate of one to four. Some other ration fed to these cows might have produced milk at the rate of one to four when they were fresh, and one to three when they were down.

Just because different groups of cows respond differently is no sign that you cannot test a ration out on your own herd. The average farmer, in testing a feed, feeds all the cows will eat; then if he doesn't get any more milk he says it is no better. He does not seem to realize that sometimes cows cannot give any more milk because they are going down hill. The great question is, can you make the same amount of milk with three-quarters as much feed and save $1 a day, and make some money?

There is no doubt that milk is being made today in New York at too high a cost and the only chance to save any money is on the grain ration. Here is a chance for the feed manufacturer to make something better than the average home mixer's ration and put money in the farmer's pocket. Some manufacturers are doing this now, and I have the figures to prove it. Some are not.

One thing is sure: We have to throw aside this digestible nutrients theory as having nothing to do with common sense feeding besade on results. As far back as 1917 Dr. Armsby in his book said that two feeds of the same digestible analysis might be greatly different in value because one might supply needed materials and the other might not.

Some of the stations ran expensive and tiresome tests to determine whether high, low or medium protein rations were best for cows. They have never gotten anywhere because the word protein doesn't mean anything definite. Cows do not eat per cents, they eat pounds of protein and the proof of how much protein a cow needs is the amount of protein she eats to make the milk. In the Chenango group these cows were fed 50 pounds of 20 per cent protein grain to make 100 pounds of milk. This means that they ate 10 pounds of grain protein to make about 3½ pounds of milk protein. What became of the other 6½ pounds? It went into the manure pile. In the case of the 1,267 cows which ate 26 pounds of grain, they consumed 6 pounds of protein of which only 2½ pounds went into the manure pile and this grain happened to be of a 24 per cent analysis.

Overfeeding is Unusual

There is more or less talk about overfeeding cows. I don't think this is generally true. They are simply feeding heavily because the ration is deficient and one has to feed more of it to keep the cows from shrinking, but a good ration reverses the case.

If we are to succeed as manufacturers and dealers we certainly have to serve the public intelligently and give them something that they cannot do themselves, otherwise we are taking their money for no services rendered.

We have appointed ourselves public servants to the dairy industry and other consumers of feed. Let us ask ourselves, fairly, are we competent to render this service? If not, are we getting any more than we are entitled to as a reward? In the long run, things have to sell on their merit. There are now, and probably always will be, a certain class of people who will think they can get something for nothing and always buy the poorest and cheapest article they can find.

I think one trouble with the feed dealer has been that in buying rations he has been guided too much by the price, rather than by any definite knowledge of what the feed will do. In 30 minutes any dealer can go out to almost any farmer among his customers and find out exactly how efficient any ration is by dividing one day's production of milk by one day's consumption of feed in pounds. Let him take the figures from 10 farmers and average them and he will know pretty well what any feed is doing, and if it is not working out any better than one to three, with Holstein cows, it is not much better than a home-mixed ration.

Let the dealer remember that there never was an article made yet but what somebody could make it poorer for less money. A ration is not wonderful because it has this feed in it, or that, or because it doesn't contain some other feed, but must be valued only on the basis of what it will produce. A feed that costs 5 cents a bag less may cost the farmer 50 cents a bag loss.

When dealers get to realize what a tremendous difference there is between various rations they will realize that some feeds will be dear at $40 and others will be cheap at $60 per ton. As Grant Wright said yesterday, the manufacturer should stick to his job, and the retailer should do the retailing, but it seems the feed business is one where everybody takes a try at manufacturing—the farmer, because he has always done so or has no faith in any manufactured ration, and the dealer because he thinks it a very simple matter to mix a lot of feeds together, especially since the open formulas are free for the asking, and that he can manufacture just as cheaply as the large centralizing plant. I don't care whether they can manufacture cheaper or whether it costs them more, looking at it from the only viewpoint, and that is that of the consumer, the question is how many pounds of grain will it take to make 100 pounds of milk, and what will that cost?

Various Aspects of Dairying

Of course, there are many angles to dairying and one of the anxieties of the farmers is to find a ration that will keep their cows from shrinking any more than they should naturally. Surveys on thousands of cows that I have caused to be made show that the less grain needed to make milk the more nearly balanced that ration must be and the less liable to have any deficiency in it which causes shrinkage. In other words, the most economical ration practically always makes the highest production and most sustained production.

The Cornell figures show that in these surveys only 15 to 25 per cent of the farmers were buying ready-mixed rations. While this percentage may have increased somewhat in the last few years, I cannot believe, myself, that more than 25 per cent of the New York farmers are feeding prepared feeds and so at least 75 per cent of the 1,373,477 cows in New York are eating home mixed rations.

This gives an almost unlimited field for manufacturers and dealers who think they know how to make something that is better than a home-mixed ration, but they will have to prove it because the farmers will have to be shown before they change.

The man who doesn't make a good dairy ration may think he can get along for a while and then reform later on and join the church, but my judgment is that the time to do one's best is right now and those who do not because they are not qualified to feed cattle either by practical or scientific training (and of these two I prefer the practical) will have to go by the board and see their business go to someone else. This applies to both small retail store manufacturers and the larger ones.

INDIANA FARMERS DEALERS MEET

The Farmers Grain Dealers Association of Indiana held its eleventh annual convention at the Claypool Hotel, Indianapolis, Ind., February 16 and 17, with President M. P. Hill, Francesville, presiding. Bert A. Boyd, of the Indianapolis Board of Trade, made an informal address of welcome in which he extended an invitation to those present to "come over to the trading floor and see how your grain is handled when you send it in to this market." He also announced the banquet which

had been prepared for the first evening and the entertainment features which had been provided.

President Hill's address was, in part, as follows:

PRESIDENT'S ANNUAL REPORT

We are the oldest farmers' organization in the state. Perhaps we have moved slowly, but we have moved surely; at no time has radicalism been charged to our organization, nor have we at any time been led away by the various movements pushed by selfish interests. We have a financial rating that is recognized everywhere.

The farmer elevator failures in the grain belt are very few. I asked a well posted man from South Dakota, where any wild idea is supposed to be turned loose, the comparison between elevator failures and bank failures. His answer was "About one elevator to five banks." And yet banks are supposed to be the last word in security.

A prominent educator in this state, when my own county was mentioned, said: "Let's see, that is the land of ox teams and chain harness, is it not?" Yet that one small county has five co-op. elevators, with over 1,000 stockholders. Yet when a commitee wast appointed to go to Des Moines a few weeks ago to try to work out plans for the better marketing of grain, our organization was not recognized. To my knowledge none of the committee appointed has had very much practical experience in the marketing of grain; in fact, one of the most experienced, broadest-minded appointees has informed me that he bought grain and was not a seller.

Secretary Jardine said on January 21, at Champaign, Ill., "Your co-operative elevators are among our best examples of successful co-operation; it is my opinion that you have the foundation on which to build a thoroughly effective marketing organization."

I believe it useless to look for any "cure-all" for agricultural ills from our politicians and law makers now in session.

As your president I have attended some meetings of the Mid-West Regional Advisory Board, have the honor to be vice-chairman of the grain committee, and our organization has done more to fill and satisfy car requirements in the Middle West than all others put together.

The report of the secretary was read at the afternoon session of the first day, and Secretary E. G. McCollum said, in part:

REPORT OF THE SECRETARY

We have spent considerable time in trying to show the advantages of group buying by the farmers' elevators. It requires time and patience to get the farmers to support their own elevator and it has required much patience to get elevators to purchase their supplies through the state association office collectively, thus eliminating the sales effort otherwise required from the supply men.

The farmer elevators are commercial institutions and their life or death depends on their commercial success. You may pray for loyalty, time and special favors, but if they are a commercial failure, their six feet of sod will soon be occupied. Furthermore, if the local organizations are commercial, then the state organization must give time and attention to their commercial difficulties. The state association must be an asset to the locals or it has no right to exist.

Seven or eight years ago the bonding companies were asking elevator companies $15 per $1,000, or $75 on a $5,000 bond on the manager. By grouping our business with other states and removing the need of a solicitor and using one policy for all our members, we cut the price from $75 to $35. We have an arrangement quite similar for workmen's compensation insurance.

About three years ago we made a move to buy fertilizer co-operatively and last year we got a reliahle fertilizer company to take off its salesman. None of our managers felt any need of a salesman to assist them in selecting their fertilizer. The plan met with much favor among private dealers, so this company took off all its field salesmen and gave this saving to both private dealers and co-operative elevators.

This goal being reached we felt it incumbent upon us to produce sufficient volume to show our connection that our managers appreciated this saving. The 25 or 30 elevators that have taken advantage of this method were enabled to save 5 per cent on their fertilizer.

We are now following the same scheme in collective buying of coal and have a contract with the Wakenva Fuel Company and about 50 of our managers are taking advantage of it. W. S. Denham, the general manager, is a firm believer in co-operative buying.

I will admit, however, that any corporation in the past which made a connection with a co-operative group took a dangerous step, and it is still true that a manufacturer or corporation should give a group of co-operatives plenty of time to sow their wild oats, before making a permanent arrangement with them.

The three most important factors in building a profitable business are quality, service and price. Your farmers will remember quality and service long after they have forgotten the price. When your manager is not the equal of your commercial competitors, your elevator has a serious handicap. I find our ablest managers the ones who are doing most to make our co-operative procedures a success. The corner stone of commercial dealing is friendship and confidence. Until these two factors are in evidence, commercial transactions are few.

Secretary J. W. Shorthill of the National Farmers Grain Dealers Association addressed the members while at the banquet in the Chateau Room of the hotel the first night. He said, among other things, that:

MR. SHORTHILL'S ADDRESS

The greatest fallacy in the world is that we can get something for nothing. It has been true since the world began and people of the modern age still follow the will-o-the-wisp, everywhere and in everything. A lot of good American citizens still seem to think that they can get good government by simply going to the polls every now and then and casting their votes. This idea of something for nothing is not confined to the farmers. Just take for example Florida.

It is an established fact that anything which lasts for a quarter of a century must have merit. The farmers' elevator association has lasted. But the greatest hindrance to the development of the co-operative movement has been the farmer himself. Too often he tries to get something for nothing from his own co-operative elevator.

Three things must be recognized in the organization and operation of a farmers' elevator. First is money, a sufficient quantity to insure a sound financial basis. All too often the farmers want to start without sufficient capital. And if they do start soundly, when a profit is shown, they hurry to claim a division instead of first building up a good reserve for times of stress, and the faith of their patrons.

A big problem among farmers' elevators has been that of patronage and loyalty and membership. We used to try to compel loyalty by a clause in the by-laws, but this proved entirely unpopular and while it is still in the rules of many companies it is no longer used. Now our elevators are depending on good, honest service for patronage.

The third factor that a farmers' elevator member must put into his institution before it can be permanent, is himself. His money and his patronage are important, but it is also very important that he put into it something of himself in looking after its interests and working to its benefit.

When you have your organization started the point arises as to what you are going to do with it. One of the first things to understand is that if you are going to do business with people you have got to do business with them the way they want to and not as you would like to have them. Three things are necessary to the prosperity of a business: Service, Quality and Price.

We hear much nowadays of orderly marketing, that idea of selling one-twelfth of the grain in this country each month. I am not in favor of it. Often it would be beneficial if they sold early in the season. It would certainly be disastrous if we held our wheat until Canada was ready to dump and then both dump together.

The co-operative concern that holds out to the farmer the idea that it will get him closer to the average price is holding out a false hope. The report of the United States Department of Agriculture reports show the average farmer receive from eight-tenths of a cent a bushel to 3½ cents under the average market price. Yet some organizations would hold out the false hope that this

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narrow margin would cover all of seven items of expense including interest, storage, insurance, and shrinkage.

Future trading and speculation are not to be found fault with in their proper place. But it is no more advisable to trust your grain to a manager who speculates than to trust your money to a bank in which the cashier speculates.

Another fault of the co-operative concerns is the idea that they should be conducted without profit. Yet we must face the fact that no co-operative organization has ever been successful unless it did make a profit.

This is the time when the farmer should do some stabilized thinking along some of our problems. One of the things our tariffs can do is to keep out of this country the things of which we already have a surplus. Let us do some stabilized thinking.

The following resolutions were read to the meeting and adopted:

RESOLUTIONS

We favor the extension and improvement of our waterways from the Great Lakes to the Gulf and via the St. Lawrence River, and urge our Senators and Representatives in the United States Congress to use their every influence to bring about this much delayed relief from unnecessarily high transportation rates.

We urge the educational institutions of the corn belt to give greater attention to the value of corn as a food, and favor the legalization and increased use of corn sugar and all cereal foods prepared from American farm products. We believe that the farmers are entitled to a just return for their labor and

Whereas, we believe that such is not the case at the present time, we recommend and ask our representatives in Congress to direct their efforts toward a plan of relief that will equalize the purchasing power of the farmer's dollar with that of industry and labor.

We further believe that the deplorable condition of the grain farmer is due more to a readjustment of economic conditions attendant upon the deflation which necessarily followed the period of inflation during and just afer the war, and to a change in economic conditions brought about by the widespread use of the automobile and tractor rather than the horse to supply the farmers means of transportation and power, than to cause within the province of legislation, and that the grain farmer must at least in a large measure rescue himself through more intelligent selective and economic production and scientific marketing.

We call attention to the degree of success attendant upon the state office's efforts in the purchase of the various commodities, especially of coal and fertilizer, and believe that if each farmer elevator in our association will give as much of his business as is consistent with his best interest to our state office this next year, that the car dues now charged can be eliminated after the year 1927.

At the recommendation of the Nominating Committee, M. P. Hill, Francesville, was re-elected president of the association for the ensuing year, and the other officers and directors elected were as follows:

First vice-president, Mathew Maroney, Lucerne; second vice-president, Samuel Foster, Otterbein; directors—H. O. Rice, Huntington; C. M. Record, Medaryville; C. A. Busenbark, Crawfordsville; O. A. Pulley, Warren; James Mauck, Honey Creek; William Stephenson, Yorktown; J. R. Nelson, Wolcott; W. F. Hagen, Chalmers.

PEORIA IS HOST OF ILLINOIS FARMER DEALERS

The twenty-third annual convention of the Farmers Grain Dealers Association of Illinois was held February 9, 10 and 11, in the Armory and the Jefferson Hotel, in Peoria, Ill. The address of welcome was made by Mayor Louis Mueller, and Ralph Allen, of Delavan responded. Following the usual preliminaries, President L. B. Olmstead, Somonauk, addressed the meeting, saying, in part:

Your elevator company must be sound financially, at all times, ready not only to take care of its usual obligations, but with reserve capital sufficient to meet such contingencies as large deliveries, sudden lowering of prices, car shortages and other contingencies. It is highly desirable that your company be so financed that your manager can devote his attention to the more important business details, without undue concern as to the condition of your bank balances.

Many companies were first organized with very insufficient capital, and others, through various adversities, have seen their capital, originally sufficient, so depleted that they are now traveling very close to certain defeat; and while one can but admire the courage with which the manager and officers of these companies attempt to successfully overcome this difficulty and estahlish their business on a safe basis, yet, for the security of the individual companies and the good of the movement in general, those in control of all such companies should take some decisive action to increase the capital and put the companies on a firm footing.

Right in line with this subject is the oft-recurring proposition of dealing in futures, usually spoken of, when used in connection with country grain companies, as "hedging." If you have carefully watched your business, conducted it in accordance with sound principles, eliminated storing and contracts for future delivery, and kept a watchful eye on the movement of your grains, there is little excuse for such dealings; and I should like to see written on the records of every farmers' company in this state, whether a member of this organization or not, a rule absolutely prohihiting such transactions, and to know that such rule will at all times be strictly enforced.

I am in favor of frequent and thorough audits, by competent and careful men; but I would have each member of boards of directors so familiar with the business of their company that when an audit has been made he will know whether or not the report reflects the true condition of his company.

An enterprise of far reaching importance is completion of a terminal marketing plan, resulting in the organization of a company, owned and controlled by farmer elevator companies of Illinois and other states, for the purpose of finally handling the farmers' products in terminal markets. The organization, while but in its infancy and not yet functioning, is the result of many years of thought given the subject by members of this association. It is modeled along the lines of our elevator companies and if the members of such elevator companies will bring to its management that careful, conservative thought that has made their companies what they are today, it is bound to succeed; but to make it of real service, we must unitedly support it.

Secretary Farlow, of Bloomington, next addressed the meeting, and read his annual report, in which he said.

SECRETARY FARLOW'S REPORT

No doubt all of you have recognized the decided improvement in car service during the past two years. When the Mid-West Shippers Advisory Board was organized in the spring of 1924 your association officers recognized in that movement an opportunity to render a service to the farmers elevators in this territory. We have actively participated in the work ever since and the results have been very gratifying. Your secretary is chairman of the Grain Committee and has endeavored to co-operate with the carriers to the fullest extent in the interest of better car service. Recognizing the excellent service this Board has rendered, we urge all our members to co-operate in every way possible, giving all the information required to enable the carriers properly to distribute their equipment in anticipation of periodical grain movements.

In keeping with the resolution adopted at the 1925 convention, your association officers have given all possible encouragement to the development of a terminal marketing company and central sales agency. The prospects for the early establishment of a successful terminal marketing company are brighter than they have ever been before. On May 5, 1925, the charter was granted to the National Farmers Elevator Grain Company, co-operative. This was incorporated as a co-operative association under the laws of the state of Illinois. Its authorized capital stock is $250,000. Ninety-two farmers elevators in Illinois and Iowa are the charter members. As soon as the company was incorporated an application was made for membership on the Chicago Board of Trade. Membership was denied on account of certain technicalities in the plan of organization. In order to overcome these difficulties a subsidiary company was organized, known as the Rural Grain Company, which is owned and controlled by the National Farmers Elevator Grain Company, Co-operative. On September 1 the Rural Grain Company was admitted to membership on the Chicago Board. This opens the way for successful co-operative marketing in Chicago and other terminal markets in this territory.

We believe that this body should fell free to petition Congress to give the farmers of the surplus grain producing section of the country whatever aid that can be given in the way of legislation. But we believe it is our first duty to do all that is within our power to improve your condition by completing the development of your co-operative marketing organizations.

Early last year the carriers of this country petitioned the Interstate Commerce Commission for permission to

increase freight rates in what is known as the Western Territory. While only about one-third of the State of Illinois is included, the case is one which will in time affect all our farmers since the evidence presented will have considerable bearing on the future trend of transportation costs. Through the Farmers National Grain Dealers Association we have had a part in presenting evidence in opposition to any rate increase. Our association attorney, A. D. Stevens, examined the witnesses in the presentation of the grain case. Our national secretary J. W. Shorthill, was one of the principal witnesses.

I do not pretend to be in a position to give business advice that will apply at all stations, since it is evident business practices must be governed to a certain extent by local conditions. However, there are some practices that are generally bad and should be discouraged. The most important of these is the practice of storing grain. One of our auditors, who has had a chance to observe the results of this practice, made this remark: "If these farmers' elevators don't quit storing grain there soon won't be any farmers' elevators." Only two severe losses have been reported to the office during the year, and both of these can be traced to storing and the so-called hedges incident thereto. This supports our position that country elevators should be used for merchandising grain and not for public warehouses.

The resolutions adopted by the convention, after being submitted by the proper committee, were as follows:

RESOLUTIONS

Whereas, scientific tests have proven that corn sugar is as beneficial and healthful as either beet or cane sugar, and,

Whereas, we believe that the farmers' economic distress can be partially alleviated by a greater use and consumption of the products from corn, therefore,

Resolved: That we recommend more general use and consumption of American corn sugar, instead of the sugar imported from Cuba and other foreign countries.

Resolved: That we recommend to the state and national association that they organize a department of advertising for the purpose of bringing to the attention of the consumers of this and other countries the virtues and many uses of our products.

We recommend the early development of waterways for transportation and especially the development of the St. Lawrence Deep Waterway.

We recommend that the achievements already obtained in the terminal marketing by the Farmers Grain Dealers Association of Iowa and Illinois be continued, extended and improved upon as future needs require, and realizing the necessity for financial support, we urge that the local elevators come to the assistance of the said association In this connection we hope to shorten the distance between the producers and the consumer, and add price earnings to the producer without additional cost to the consumer.

Resolved: That we, the members of the Farmers Grain Dealers Association of Illinois, by virtue of more than 20 years' experience in dealing with marketing problems, do hereby urge all our members to work collectively for the improvement and upbuilding of our farmers' elevator problems without interference from outside farm organizations—to be friendly to all organizations engaged in working for the farmer, but to discourage the constant overlapping of the different farmer organizations, which is wasteful and inefficient and contrary to the pursuance of our economic welfare, that we stay within the confines of our own special field of endeavor and ask other organizations to do likewise, for the good of agriculture as a whole.

ELECTION OF OFFICERS

All present officers of the Farmers Grain Dealers Association of Illinois were unanimously re-elected at the final session, as follows: President, L. B. Olmstead, Somonauk; first vice-president, C. H. Bonnell, Rosemond; second vice-president, D. H. Allen, Delavan; treasurer, W. K. Hindahl, San Jose.

Ralph Allen, Delavan, was re-elected director from the fourth district, and H. J. Greve, Edinburg, was elected from the seventh. Holdover directors are: T. R. Cain, Jacksonville; W. H. Carter, Mazon; Charles Fairfield, Fisher; W. H. Glaser, West Brooklyn, and George L. Potter, Graymont.

MEETING OF OHIO FARMER DEALERS HELD

The Ohio Union Building, Ohio State University, Columbus, was the scene of the eleventh annual convention of the Farmers Grain Dealers Association on February 3. A number of able addresses were made and important phases of the trade were discussed at some length. At the conclusion of the session, the Resolutions Committee made its report and the resolutions recommended were passed. The committee was comprised of D. J. Lloyd, Waterville; J. H. Myers, Westerville; and Oscar Slosser, Fostoria. The resolutions adopted were:

RESOLUTIONS

Whereas, the Ohio State University has offered us every courtesy possible in inviting us onto its campus and into its halls, and has extended us the courtesies of any service possible to be rendered in holding the eleventh annual convention of the Ohio Farmers Elevator Association, therefore, be it

Resolved: That we extend to the management of the university and all who in any way assisted in making the convention a success, a hearty vote of thanks.

Whereas, There have been various interests offering $1 or more for corn grading No. 2 basis Chicago, and whereas there are likely to be many intervening circumstances to interfere with the consummation of such contracts as offered, therefore be it

Resolved: That we caution the farmers and the farmers' elevator companies of Ohio against entering into any contracts at this time.

Whereas, the development of the St. Lawrence Waterway would be of great and lasting benefit to the farmers of Ohio as bringing their grain closer to eastern ports and thus enhancing the value of their grain, therefore, be it

Resolved: That we authorize our secretary to write each of the representatives of Ohio in Congress, that it be the sense of this association that they urge and foster the early prosecution of the project of completing a waterway via the St. Lawrence River to ocean going vessels.

Whereas, there are certain stations on certain railroads where discriminatory charges have been made for services and whereas specific complaint has been made against the Pennsylvania Railroad for such charges, therefore, be it

Resolved: That the Association be asked to investigate such unjust charges and that they be vigorously protested and sought to be remedied at the earliest possible convenience.

Whereas, the railroads in western territory are proposing practically a 5 per cent raise on freight rates on grain, and whereas a vigorous protest has been made by our national association in an effort to prevent this raise being granted by the Interstate Commerce Commission, involving a lot of expense in securing information and legal talent and other services, and

Whereas: Our national secretary, J. W. Shorthill, has rendered a great service in the preparation and presentation of the case at Kansas City, therefore, be it

Resolved, that we urge the farmers' elevators of Ohio to contribute to this fund as they find they are able to do, in order to assist these western associates in the farmers' elevator business, and be it further

Resolved: That we extend to Mr. Shorthill our thanks for the faithful effort he has made in the preparation of these fundamental and vital facts in connection with the case in the interests of the farmer.

Resolved, that we heartily endorse the statement recently made by S. H. Thompson, president of the A. F. B. F., that he believes the farm bureau should work entirely as a service, rather than a commercial organization, and should combat the extreme individualism which he asserts has long hampered the farmers, and we as heartily condemn the present practice of the Ohio Farm Bureau Federation in their efforts and activities in distributing supplies direct to the farmer in competition with their own established commercial agencies.

Whereas, the Illinois and Iowa Farmers' Elevator Associations are establishing a terminal commission company, be it

Resolved: That we indorse the plan and co-operate with them in the establishment of such an agency in the terminal markets.

The election of officers resulted in the following being named for the ensuing term: Charles B. Krohn, Deshler, president; William C. Horn, Castalia, first vice-president; N. G. Bennett, McComb, second vice-president; D. J. Lloyd, Waterville, treasurer; C. W. Palmer, director, three years; R. E. Croninger, Grand Rapids, director, three years; W. G. Guscott, Olmstead Falls, director, three years.

MINNESOTA FARMER DEALERS HOLD MEETING

The nineteenth annual convention of the Minnesota Farmer Grain Dealers Association was called to order at the West Hotel, in Minneapolis, Minn., on February 16, and was a three-day session terminating on February 18. The meetings were well attended, both by the Minnesota grain dealers and visiting grain men from adjoining states. A number of interesting exhibits were on display in the lobby of the hotel. The welcoming address was delivered by Mayor George E. Leach of Minneapolis, after which President John F. Gustafson gave his annual address. The next item on the program was the annual report of the secretary, which was read by A. F. Nelson, secretary. He said, in part:

During the year 147 farmers elevators were visited, 16 annual meetings attended, three picnics and seven community gatherings. In this connection it might be mentioned that wonderful support has been given by our president, J. F. Gustafson of Windom, Minn., who at times has neglected his own farm work in order to attend picnics and annual meetings. During the past year our president, who was also president of our national association, has attended six picnics and annual meetings in our state and has also visited 92 elevator companies. He has also found time to make the following meetings outside of Minnesota: Iowa, four; Ohio, 3; Nebraska, three; North Dakota, two; South Dakota, six; Illinois, three.

This office has also received a large number of legal inquiries, tax problems and other matters of importance to your local elevators. These questions have usually been referred to our different departments, who we believe have taken care of these matters satisfactorily.

In the beginning of the year an attempt was made to finance a part of the expenses of the association through merchandising several products. This, however, after a short experimental period was, for a number of good reasons, abandoned.

Forty-two new companies have been added to the association during the year, which is a very good indication that the services of the association are appreciated.

Bin Coverings of Country Elevators

During the fall of the year a ruling was issued by the Industrial Commission ordering the covering of bins in country elevators as well as sealing the doors and spouts, dust proof. This remodeling of our country elevators would mean perhaps a cost of approximately $1,500 to each elevator.

A committee of three from this association attended a hearing on September 22, and were successful in having the order rescinded. They were ably assisted by members of the Managers Association of Southern Minnesota, as well as a committee from the Tri-State Shippers Association and line houses. There is no question, however, but that the influence thrown in by this organization had a great deal to do in having this order rescinded.

Interest in Local Elevators

How to keep up the interest in the farmers' elevators is one of the big problems that each company will have to solve for itself, depending on local conditions. Regular board meetings, monthly letters to stockholders and customers, advertising through local papers, annual picnics, county meetings and community gatherings are some of the items that may be considered along that line. Every company should have a systematic way in which to keep the interest up and should set aside a fund for this purpose.

Is your farmers' elevator falling off in membership? If you have not put on a stock selling campaign it surely is falling off. This is natural. When you organized, you practically secured the best farmers in your locality. That, perhaps, was 20 years ago. Today the greater part of these original stockholders are stockholders no longer. Some have moved away; some have retired from farming; some have passed away to their reward, and the stock has fallen into the hands of their heirs who live in other localities.

The result is that you have a bunch of new, good farmers, in your locality that are not stockholders. Every farmers' elevator should put on a campaign for new blood every few years. If your local officers want assistance, write to the secretary of your state association and he will give you information as to where to get assistance.

Storage of Grain

Many elevators find in having their annual cut-off and taking inventory of last year's business that they have suffered losses in the last part of the year due to an over amount of storage. This leads to the question, "Why is it necessary to store grain?" Are not our modern, up-to-date farms so equipped that it is not necessary for the producer to haul his grain in the fall? Why should some of the stockholders burden the manager and force him to accept a loss by having his grain stored? This is a question that no doubt will be given a great deal of attention during the coming year. Talk it over with your stockholders, board and manager. Can your company make more money by not storing grain?

Where it can possibly be done, there are several reasons for storing grain on the farm, where it can be stored cheaper than at any public warehouse. It also affords the producer an opportunity of giving his wheat the protein test before it is mixed with other grain in order that high protein may be sold for the premium that it should command. There are perhaps localities where it would be impractical to store on the farm. However, some solution should be worked out to relieve the present system of storing, as it is incurring a heavy loss to the elevators in most cases.

Cost of Handling Grain

A great deal has been said about the cost of handling grain. There is no certain amount that can be set down. It necessarily must vary in accordance with the number of bushels handled and kind of grain. Amount of storage and side lines by the elevator will also enter in as a factor. If an elevator handles 50,000 bushels of grain, the cost will necessarily be higher than when handling 125,000 bushels. Cost will vary from year to year. However, it is generally conceded that the average spread of cost will run from 2 to 9 cents per bushel. The larger per cent of elevators average about 4½ cents per bushel.

If possible, every county or several counties should have a county or district organization of the farmers' elevators. Some counties have such organizations and have meetings during the year as occasion demands. These meetings give the managers opportunity to talk things over and discuss their difficulties These meetings have a tendency to eliminate "price cutting" and unbusinesslike competition.

The farmers elevators of Kandiyohi County have such an organization and they will tell you that it has been a real benefit to them and has helped to give their patrons and other stockholders more real service Such organizations can also handle large community meetings with little cost to each company.

In southern Minnesota there is another small unit of elevator managers and operators getting together at stimulated times and discussing their problems.

Only a few weeks ago a number of elevators met at Herman, Minn., and organized the West Central Minnesota Elevator Association. These organizations are doing a work which cannot be done by the state association. It gives to the elevator officers and managers an opportunity to get together and iron out the difficulties in their various districts. The state association will be very glad to give such assistance as it can to encourage more of these county and district organizations.

Regional Advisory Board

During the year our representatives have attended all the meetings of the Regional Advisory Board. (This is the medium through which we secured adjustment on distribution of cars in the last car shortage.) While there has not been anything of great importance to affect the farmers elevators during the year yet it is very essential that we keep our membership on this board, as we do not know when something of importance will spring up that will greatly affect the farmers elevator movement. Your association has a member on the grain committee and one on the committee at large. Inasmuch as an officer of the Advisory Board is on our program, he will no doubt cover the activities of this board as affecting our association.

Other addresses were made by J. S. Montgomery, manager of the Co-operative Livestock Commission Company of South St. Paul. P. J. Coleman, chairman of the Northwest Regional Advisory Board, Minneapolis. John O'Neill of the Minnesota Board of Grain Appeals. G. P. Harding, president of the Commission Merchants Association, and others.

John F. Gustafson of Windom was re-elected president, and all other officers were re-elected at the final session of the association's convention.

Besides Mr. Gustafson, the other officers re-elected are: Representative J. H. Farmer of Pipestone, vice-president, and Adam Brin of Stewartville, treasurer. A. C. Erickson of Hallock, N. B. Lines of Willmar, and A. O. Lunder of Slayton were again chosen to serve as directors.

Seventeen resolutions were adopted by the association, including a demand that the storage laws of the state be taken literally insofar as the provision for a compulsory uniform fee to be charged by all elevators is concerned. The convention also went on record opposing the reduction of the tariff on flaxseed and its products, increased freight rates on agricultural products and urged action on the proposed inland waterway system as being beneficial to agriculture. An indiscriminatory law, covering the sale and price limits of farm products, was also advocated in a resolution. It was claimed that unfair prices are paid at certain points where farmer-owned elevators are competing with privately owned companies.

NORTH DAKOTA FARMER DEALERS MEET

On March 2, a three-day session of the North Dakota Farmers Grain Dealers Association, of which R. F. Gunkleman is president, met for its fifteenth annual convention at Grand Forks, N. D. The headquarters for the meeting was the Dakota Hotel, and

indications were that a record attendance had turned out for the annual gathering.

There were discussions on dockage standards, protein tests, storage, and other related topics. Among the well known speakers were George F. Shafer, attorney-general of North Dakota, C. W. McDonnell, member of the Board of Railroad Commissioners, R. H. Black, of the Department of Agriculture, and others. The address of welcome was made by the president of the city commission, and President Gunkleman responded, after which the annual reports of officers were given. The sessions of the convention were enlivened by periodic selections by the Grainmen's Band. A large delegation of grain commission men came from both Minneapolis and Duluth.

Following the close of proceedings on the third day, a number of the dealers made a trip via special train to Winnipeg. They visited the grain exchange and the large flour mills around the city. Grain commission men and representatives of elevator supply companies of Minneapolis and Chicago accompanied the party.

In his address at the convention, Robert H. Black, in charge of grain cleaning investigations, United States Department of Agriculture, said, in part:

Last week I wrote to about 140 elevators in North Dakota that have installed new grain cleaners within the past five years and 90 of these elevators have so far replied to the 10 questions which I asked. Answers were received from nearly every county in the state. A very good picture of the present status of grain cleaning in North Dakota is shown in these answers.

The first question that I asked was, "How much of your wheat do you clean?" Over one-half of the operators reported that they cleaned all of the wheat, and nearly all the others stated they cleaned all wheat which contained over 3 or 4 per cent dockage. A few of them said that they cleaned all of the wheat containing over 1 per cent or 2 per cent dockage.

The second question which I asked was, "What other grains do you clean?" Most of the elevators reported that they cleaned rye and also that they cleaned the coarse dockage out of flax. A few of the elevators are equipped to clean all kinds of grain.

How Close to Clean?

Perhaps the most interesting question in the questionnaire was, "Do you try to clean to a no dockage basis?" The answers were about evenly divided on this question. Most of those who said that they did not attempt to clean to a no dockage basis, remarked that they did clean to a 1 per cent basis.

It appeared to be the opinion of many that in attempting to clean to a no dockage basis that too much of the wheat is lost in the screenings. Most of this wheat is lost in the fine seed screenings.

Watch Clean Grain Stream

All of the new cleaners are provided with adjustments which make it possible for the operator to save as much or as little of the wheat going into the screenings as he desires. By careful manipulation of these adjustments the country elevator operator can make a difference of 1 to 3 cents a bushel on all of the grain which he cleans.

There is also another problem to be considered in determining whether it pays to clean to a no dockage basis. Sometimes in removing all of the dockage, the test weight can be raised about enough to make a better grade.

The new types of cleaners as well as the improved old types require very little attention of the operator so far as feeding a steady flow of the grain is concerned. The time which was formerly required in keeping the cleaners running can not be used to better advantage in watching the clean grain stream to see that advantage is being taken of all possible profits.

Heavy Local Demands for Screenings

Five years ago we made inquiry of nearly all of the elevators in North Dakota as to whether they sold screenings locally. Nearly all of them answered "No" or else answered that they sold a very few of the screenings locally, and shipped most of them. This year, only 4 per cent of the elevators reported that they do not sell any screenings locally; 96 per cent of the elevators reported that they sold screenings locally and many of them reported that they did not ship out any screenings and that the local demand for screenings was much greater than the supply.

It is remarkable how rapidly the demand for screenings has increased in those districts producing large amounts of dockage. Two government publications, "Screenings as Feed for Livestock" and "Save the Dockage for Feed" have been distributed to most of the farmers of North Dakota. These two pamphlets have assisted the country elevator operators materially in building up a trade among their farmer customers for the screenings which they remove in cleaning the grain for market.

The prices at which screenings are sold at country stations varies greatly at the different stations. The present average price of screenings at country points is $15 a ton. A few elevators report that they are getting $20 per ton for both seed screenings and the wild oats. One elevator receives $25 for screenings locally. A few of the elevators charge Minneapolis prices for their screenings and others charge Minneapolis prices, less freight. It may be of interest to some of you to know that some North Dakota stations have shipped screenings from Minneapolis to their local station and sold them locally at a profit. This is true at some stations where the demand has exceeded the supply.

New Government Grades

I presume that you all know that the United States Department of Agriculture has established Government grades under the provisions of the U. S. grain standards Act for Feed Oats and Mixed Feed Oats. Feed oats refer to a mixture of tame oats and wild oats. Mixed Feed Oats may be wild oats alone.

These grades became effective on September 1, 1925. A large business is now being done on the basis of these wild oats grades. Wild oats lots which were formally referred to as Mill Oats and which are now officially called Mixed Feed Oats sell on the terminal markets at a price close to the price of cultivated oats. Large quantities of Mixed Feed Oats are now shipped to the eastern and southern parts of the United States and to Europe. One eastern seaboard market alone exported approximately 20,000,000 bushels of Mixed Feed Oats to Europe during 1925. Part of these exports, however, represent Canadian wild oats.

Mixed Feed Oats (wild oats) are sold at the terminal markets on the basis of Government grades. These oats are graded by licensed grain inspectors, and official grain inspection certificates are issued for them the same as for cultivated oats.

Where the local demand is not sufficient to absorb all of the wild oats available at a country station it would appear to be good business to clean them out of the wheat before shipping the wheat and ship the wheat and wild oats separately. When wheat containing dockage is shipped without cleaning, the dockage increases the freight for the wheat. Usually when such wheat is sold on the terminal market nothing is paid for the wild oats and the wheat generally sells at a lower price than the same wheat would sell for if it were clean. By shipping clean wheat and the wild oats separately a higher price can be obtained for the wheat and a good price can then also be obtained for the wild oats. Clean wild oats are now selling at about 30 cents per bushel of 32 pounds on the Minneapolis market.

Cleaning Operation Profitable

The amount of money which is taken in by the country elevators from the sale of screenings locally is a large item in the profits of the operator of the elevator. One elevator reports that they have sold $4,000 worth of screenings since September 1, and many other elevators report that they have sold over $2,000 worth of screenings since September 1. One house reports the sales of screenings during the past 18 months of $9,800 and this operator sells screenings at $14.00 a ton at the present time.

The method of keeping the records on the sale of screenings varies at the different elevators, but the reports show that the sales of screenings at the various country elevators have ranged between $525 and $6,745 per elevator during the past year.

In answer to the direct question, "How much did you make on your cleaning operations last year?" the elevators reporting show an average gain of $2,156. The remarks made by one elevator are very interesting. The manager stated, "The charges for seed cleaning together with sales of screenings has put us on the right side of the ledger, whereas, if we did not have the cleaner we would not have made expenses." This is typical of the remarks made by many of the elevators reporting.

Custom Cleaning

In answer to the question, "Do you clean seed grain for your customers?" 95 per cent answered "yes." The charges for cleaning seed grain are 5 or 6 cents a bushel at most of the stations. A few stations report charges of 7 to 15 cents for special cleaning, while a few others report charges of 2 to 4 cents for cleaning seed grain for customers. Only one elevator reports that they make no charge for cleaning grain for customers.

One elevator operator reports that instead of cleaning seed grain for farmers that they buy customers wheat at market price and sell clean seed wheat at 15 cents over the prevailing market price for the grade. In this way, the elevator retains the dockage but absorbs the loss of wheat or shrinkage in cleaning.

This system is quite popular in some places because the elevator is ready to deliver clean seed wheat to the farmer immediately at any time that he may come for it.

Four Necessary Essentials

There are four essentials for the most profitable operation of a cleaner at a country elevator. First, a good cleaner; second, a good operator; third, a demand for screenings; and fourth, a large enough volume of grain to be cleaned. Good cleaners can be bought; competent operators can be hired; and an efficient manager can develop the trade in screenings and increase the volume of grain handled by the elevator.

R. F. Gunkleman, Fargo, N. D., was re-elected president of the association; G. A. Garber, Fortuna, vice-president; P. A. Lee, Grand Forks, secretary-treasurer. Mr. Gunkleman and three others will serve as the Executive Committee.

GRAIN TRADE PATENTS

Bearing Date of November 10, 1925

Machine for debutting corn.—William Hammond Leister, Westminster, Md., assignor to The United Machinery Company, Westminster, Md., a corporation of Maryland. Filed July 18, 1918. Renewed June 16, 1919. No. 1,461,092.

Grain door for freight cars.—Joseph A. Schmitz, Chicago, and Adyn E. Schuyler, Evanston, Ill. Filed July 13, 1923. No. 1,561,029.

Machine for debutting corn.—Ralph Cover, Westminster, Md., assignor to The United Machinery Company, Westminster, Md., a corporation of Maryland. Filed September 20, 1918. No. 1,560,977.

Semi-solid stock food and process for making the same.—William P. M. Grelick, St. Paul, Minn. Filed September 27, 1923. No. 1,561,158.

Feed mill.—Lorren B. McCargar, Kansas City, Mo. Filed April 14, 1924. No. 1,561,093.

Bearing Date of November 17, 1925

Weevil collector.—Wilson L. Hamlet, Daviston, Ala. Filed January 2, 1924. No. 1,561,536.

Dust collector.—Frank A. Lundquist, Chicago, Ill. Filed May 31, 1924. No. 1,562,352.

Process of digesting materials for making fertilizers and stock foods.—Louis F. Schmelzer, Carteret, N. J. Filed October 30, 1922. No. 1,561,667.

Bearing Date of November 24, 1925

Grain dispensing valve.—Francis E. Beeson, Topeka, Kan. Filed January 27, 1925. No. 1,563,006.

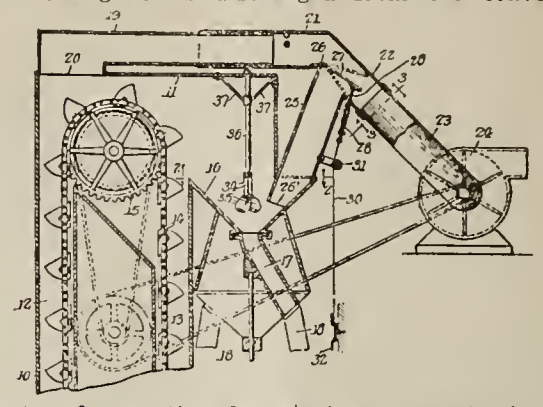
Automatic grain weigher.—James B. Van Deren, Hennessey, Okla. Filed August 5, 1920. Renewed September 9, 1922. No. 1,562,667.

Feed grinding machine.—Axel E. Jacobson, Minneapolis, Minn. Filed April 21, 1923. No. 1,562,562.

Grain car door.—George W. Strong and George Uhlin, Rosedale, Kan. Filed July 7, 1925. No. 1,562,804.

Device for removing dust from grain elevators.—Roy L. Dowdall, Oberlin, Kan., assignor, by mesne assignments, of one-half to J. F. Martin, Oberlin, Kan. Filed August 7, 1924. No. 1,562,946. See cut.

Claim: In an apparatus of the character described, the combination with the head and leg of a grain elevator, a bucket conveyor therein, and a hopper into which the grain is discharged from the conveyor



buckets, of a suction fan, a pipe communicating at one end directly with the top wall of the elevator head and at its other end with the suction side of said fan, and another pipe communicating at one end directly with said hopper and at its other ned with the suction side of said fan.

Bearing Date of December 1, 1925

Safety attachment to grain elevators.—Arvid Lundman, Winnipeg, Man., Canada. Filed December 20, 1924. No. 1,564,080.

Conveyor apparatus for grain and like material.—George Bernert, Milwaukee, Wis. Filed February 9, 1920. No. 1,563,826.

Bearing Date of December 8, 1925

Silo or bin for the storage of grain or the like.—William Thompson and William Reginald Thompson, Wexford, Ireland. Filed November 26, 1924. No. 1,565,121.

Process for treating seed grain.—Albrecht Schmidt, Adolf Steindorff, and Alfred Fluss, Hochst-on-Main, and Otto Schaffrath, Leipzig, Germany, assignors to Farbwerke vorm, Meister Lucius & Bruning, Hochst-on-Main, Germany, a corporation of Germany. Filed April 7, 1923. No. 1,565,237.

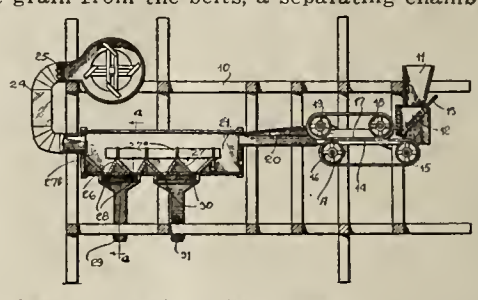
Bearing Date of December 29, 1925

Glass loading spout for grain elevators.—Hiram C. Holst, Genoa, Colo. Filed October 9, 1922. No. 1,567,369.

Bearing Date of January 5, 1926

Grain cleaner.—Henry Ernest Pforr, Hamberg, N. D. Filed April 8, 1924. No. 1,568,618. See cut.

Claim: In a grain separator, conveyor belts arranged in proximity to each other and coacting to carry grain between them, to project the same into a separating chamber means for driving the belts in unison and at uniform speed, a converging grain guide in position to receive grain from the belts, a separating chamber into



which the grain gulde discharges, an air supplying means at the opposite end of the said separating chamber for forcing air against the grain entering the separating chamber, a plurality of spaced grain collecting means at the bottom of the said separating chamber and discharge chutes connected with pairs of the grain collecting means, substantially as described.

Belt adjusting apparatus for grain elevators.—Arthur C. Van Houweling, Pella, Iowa, assignor to Garden City Feeder Company, Pella, Iowa, a corporation of Iowa. Filed January 5, 1924. No. 1,568,355.

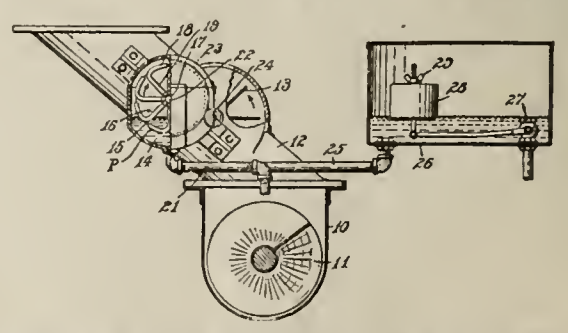
Bean separator.—Frank Stuhr, Rhodes, Mich.—Filed April 14, 1925. No. 1,568,253.

Bearing Date of January 12, 1926

Grain door for railway cars.—Henry L. Power, Brandon, Man., Canada. Filed April 21, 1922. No. 1,569,029.

Grain conditioner.—Scebron M. Piersall, Abilene, Kan. Filed July 14, 1924. No. 1,569,201. See cut.

Claim: A grain conditioner comprising a chute inclined both to the vertical and horizontal, a paddle wheel arranged in said chute so that its paddles will



project radially into the depth of a stream flowing through said chute, a water pump driven by said paddle wheel, and a delivery pipe leading from said pump to the discharge stream line of the chute.

FIELD SEEDS

NEW SEED TEST DEVICE

Bobeches, (pronounced bo-be-shays) glass saucers with a hole in the middle devised to set over candlesticks to catch the drip of wax or tallow, have been put to a very utilitarian service by the Kentucky Agricultural Experiment Station. The device has also been adopted in Kansas. In the germination tests the bobeches are set upon a glass of water instead of upon a candlestick. Two soft lampwicks extend from the surface of the bobeche down into the water, drawing up the moisture as the wick draws up oil for the lamp; upon the bobeche and over the wicking is placed a circle of blotting paper cut to fit. The wicks drawing water from the glass keep the blotting paper moist. The seed is scattered over the moist surface of the blotting paper, a cover glass laid over them and a most efficient germination tester is in action. The cover glass must not fit tightly enough to prevent the admission of air.

With a constant supply of moisture without too much wet, the glass can be kept at proper germinating temperature easily without more attention than moving it around as necessary. Higher percentages of germination have been secured by the candle-glass method than by the older methods.

WARNS AGAINST SEED MIXTURES

"Natural mixtures" are sometimes alluringly advertised to seed buyers. Experiment station investigation shows that for the most part they are "natural sweepings." They are proclaimed as being the result of seed growing together, and thereby mixed when threshed. Investigation of "natural mixtures" in New York brought this verdict from the state authorities:

"The results of these tests, supplemented by many others, seem to be convincing evidence that these so-called 'natural mixtures' are not, in a majority of cases, natural mixtures at all. They never grew together, but are simply low-grade seed, screenings, tailings, and overrun and underrun from cleaning mills bulked together. They contain all kinds of weed seeds, as their analysis will show, for when a sample from one of these mixtures is analyzed it may show weed seeds distinctly typical and characteristic of two or more producing sections of the United States.

"Certainly both economy and satisfaction demand that the seed used be purchased separately and mixed at home in definite proportions, according to the recommendations made by investigators who have studied the situation.

SEED DEALERS' ETHICS BY RADIO

In a recent radio talk from Station KYW, Chicago, on the program of the National Farm Radio Council, seed buyers were told why seeds are sold without warrant, leaving buyers without legal redress in case of dissatisfaction. The speaker pointed out that because of this world-wide custom, ethical standards in this business became of paramount importance since only in the honest dealing of an established dealer could a buyer find protection.

"When seeds are dealt in among civilized peoples it is a custom, world-wide and years old for the seller to disclaim, by specific denial of warranty, all responsibility for the crop they are to bear," said the speaker. "Of the hundreds of millions of dollars in seed transactions annually in the United States nearly all are conducted under this denial of warranty, though relatively few seed buyers may have noticed this and made inquiry for the reason of a practice so much in variance with that in other lines of business.

"The reason is not difficult to explain. It is found in the nature of seeds. These are not manufactured articles. With all man's boasted advance in science he has yet to take the first step toward the creation of any living thing. Seeds cannot be made, nor altered, according to any human specifications and they are bought, not for themselves, but for what they will produce when given proper treatment, under favorable conditions.

"The seller cannot control the treatment upon which the crop depends and were he responsible for the crop he would become liable for damage claims far in excess of the amounts paid him for the seed, since the cost of seed is never more than a fraction of the value of the crop. Any dealer in one year's transactions might take the risk of claims exceeding his total capital, claims which might arise wholly through weather conditions or his customer's neglect, but which would have to be defended nevertheless. Such a risk would be intolerable in any business. Long ago seedsmen protected themselves by adopting a non-warranty clause which still prevails the custom of this trade.

"But this does not mean that a merchant can sell poor seeds and prosper. The very fact that seeds are not warranted and legal responsibility for their quality is thus minimized for the seller, increases the importance of the moral, or ethical, standards in this business. Experienced seed buyers understand that they must rely upon the dealer's honesty and skill, for this is a business where good intentions do not replace a lack of experience and expert knowledge, and where mistakes are often as disastrous to the seed buyer as intentional deception.

"Since the great bulk of all seeds are purchased by those who grow them for commercial crops, a seedsman's reputation becomes his chief business asset and only by most carefully safeguarding and maintaining the quality of his wares can he hope to retain the patronage of his chief customers, and so prosper."

IMPORTS OF FORAGE PLANT SEEDS

The Seed Testing Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Seed Importation Act:

Kind of seed.	February 1925 Pounds	February 1925 Pounds	July 1, '25 to Feb. 28, '26 Pounds	July 1, '24 to Feb. 28, '25 Pounds
Alfalfa (1)	342,700	209,200	2,224,600	4,326,000
Canada bluegr's	31,900	125 300	119,300	932 200
Alsike clover....	1,039,700	1,154,300	7,852,700	6,601,200
Crimson clov. (2)	211,500	297,000	4,901,600	4,178,300
Red clover (3)..	4,352,200	1,565,000	14,053,900	2,927,000
White clover (4)	104,800	224,300	1,219,100	847,900
Clover mixtures..	6,700	.....	79,900	8,500
Meadow fescue..	.....	.....	13,000	500
Agrostis mixtures	4,300	.....	15,200	.....
Grass mixtures..	.....	.....	100	100
Broom-corn mil't	100,400	.....	178,100	53,100
Foxtail millet ..	.....	63,400	95,400	93,600
Orchard grass ..	.....	22,400	92,900	991,900
Rape (*)	542,800	401,800	5,187,200	3,169,300
Redtop	.....	.....	.....	500
Eng. ryegr's (5)	174,600	137,500	2,023,800	926,500
Ital. ryegrass (6)	140,100	105,000	1,425,700	674,900
Timothy	.....	.....	.....	100
Hairy vetch (7).	218,500	110,200	2,740,600	1,407,800
Spring vetch (8)	132,300	55,400	844,700	777,200
Awnless brome grass	.....	.....	11,000	.....
Bentgrass	15,500	21,400	253,000	143,100
Biennial white-flowered sweet clover...	471,700	214,900	2,227,200	2,388,400
Biennial yellow-flowered sweet clover ..	95,200	30,700	207,000	51,500
Bur clover	.....	.....	.....	4,600
Crested dog's tail	1,900	11,000	32,800	32,700
Chewings fescue.	.....	.....	468,500	608,400
Other fescues ...	71,300	101,900	985,700	662,700
Meadow foxtail..	.....	200	100	1,700
Rescue grass	.....	.....	3,100	.....
Rhodes grass ...	4,500	.....	16,500	10,400
Rough-stalked meadow grass ...	6,300	9,900	63,800	29,700
Sainfoin	600	.....	900	.....
Sw't vernal grass	300	200	700	900
Annual sweet vernal grass.....	.....	.....	.....	2,200
Tall oat grass...	100	300	100	1,500
Tall paspalum...	.....	6,500	.....	13,200
Velvet grass	2,300	1,200	8,200	5,900
Wood meadow grass	3,690	2,400	31,800	22,700
Yarrow	.....	.....	.....	200
Carpet grass....	.....	.....	5,700	5,000
Molasses grass..	.....	.....	80,500	.....
Hair grass	.....	.....	2,200	.....
Serradella	.....	.....	.....	200
Yellow oat grass	.....	200	.....	200

*224,800 pounds from France, 188,500 pounds from Holland, 126,700 pounds from Japan, 2,800 pounds from England.

(1) All from Canada. (2) 110,100 pounds from Hungary, 101,400 pounds from France. (3) 77,000 pounds from Germany, 32,400 pounds from Italy; the balance from France. (4) 41,600 pounds from Poland, 33,000 pounds from Czecho Slovakia, 20,800 pounds from Germany, 9,400 pounds from England. (5) 134,200 pounds from Ireland, 33,600 pounds from Scotland, 6 800 pounds from England. (6) 72,300 pounds from Ireland, 65,400 pounds from France, 2,200 pounds from England, 200 pounds from Holland. (7) 120,000 pounds from Germany, 65,400 pounds from Latvia, 22,300 pounds from Czecho Slovakia, 10,800 pounds from Sweden. (8) All from Latvia, except 22,600 pounds from Germany.

SEED LABORATORY WORK

By W. G. A.

When a large seedhouse offers seed for sale it knows that it will grow, and it can guarantee if it cares to do so that, given proper treatment, it will germinate. However, such guarantees are subject to too many hazards on the part of the grower to be practical. The testing of the seed is carried on to such detail that the seed should grow.

The power of a seed to germinate is known as "viability." The first thing a seed house does when it buys a supply of seed, in fact, before it will buy it, is to test it for viability. It wants to know if it is a live seed with a high percentage of germination before it will purchase it and go to the expense of cleaning it.

For this purpose the seed trade maintains at its plant completely equipped laboratories in charge of trained analysts, chemists, biologists and microscopists who take the seed samples, examine them for weed seed, for the percentage of dirt and foreign substances, the number of "hard" seeds, and then place them in "germinators" to see if they will sprout. If it is found that the seed does not sprout promptly it is discarded as unfit for sale.

No seed is put on the market by a reputable firm without first submitting it to this laboratory test as to its viability. Many mechanical devices, all dependent upon applying warmth and moisture to the seed have been designed to test germination, and any farmer can employ home-made devices, such as the well-known "rag doll" or moist sheets of blotting paper, and make germination tests himself.

However, the facilities of the modern seed laboratory, which is maintained at considerable expense, make its tests of germination much more certain and reliable than home tests. Seed should not be purchased unless its purity and viability is known to be high. Disappointment and loss is sure to result if this precaution is not taken. A farmer can get the kind of seed he wants merely by asking.

NEW YORK SEED PRICES FIRMER GENERALLY

By C. K. TRAFTON

The territory adjacent to New York City was visited by a second "baby blizzard" shortly after our last letter was written and as a consequence business in the leading field and grass seeds remained extremely quiet during the early part of the period under review. Some holders were disposed to offer concessions in order to move their goods. Others, however, continued to maintain a firm attitude, adhering to their belief that a marked improvement in demand would be witnessed with the advent of more favorable weather and the closer approach of the spring planting season. Before long the soundness of this belief was clearly demonstrated. After the second big snowstorm the weather became much more settled and comparatively mild and as a consequence many reports were received to the effect that trade was picking up, a substantial increase in inquiries being noted from all directions. Although this naturally resulted in a more widespread feeling of optimism and firmness, prices for a time were not quotably changed. Latterly, however, the bullish tendency has become more pronounced. Quotations generally are from ½ cent to 3 cents higher than those current a month ago.

Red Clover was somewhat irregular at the outset. Temporarily these conditions were offset by a substantial increase in the volume of arrivals from abroad. In some quarters the opinion was expressed that no further decline could be expected in imported seed as the arrivals, while larger, have in the main failed to come up to general expectations, leading to a belief that the total will fall short of the total recorded two years ago. Buying for forward shipment from France was generally of small volume, partly because buyers were cautious on account of the unsatisfactory quality of some of the early samples, and partly because of the steady upward movement of prices owing to the growing scarcity of choice descriptions. Total arrivals for the month were about 19,330 bags, compared with 16,730 bags for the preceding month.

Timothy was easier early in the month as foreign inquiry continued dormant while domestic demand became less active. Exports for the month were only 680 bags, compared with 1,650 during January.

Red top was easier early in the month. This was followed by an improvement in both domestic and foreign inquiry and the top quotation of 35 cents became more general. Latterly demand has again slowed down. Shipments for the month were 550 bags, against 1,685 for the preceding month.

Alfalfa was inactive throughout the month. Buyers have been showing interest in new crop Argentine Alfalfa at about 12@13 cents c.i.f. for 99 per cent seed. Thus far shippers have given no indications as to their ideas on values, although it is believed that the crop will be abundant.

Alsike was extremely dull early in the month with the basis nominally unchanged at 25@26½ cents. Subsequently there was a marked improvement in both domestic and foreign inquiry and with good qualities becoming scarcer holders were much stronger at 27½@28 cents.

White Clover was dull and nominally unchanged

(Continued on Page 583)

ELEVATOR AND GRAIN NEWS

EASTERN

A drier is to be installed at a cost of $20,000 in the new State Elevator at Oswego, N. Y.

The Yantic Grain & Products Company has succeeded Charles Slosberg as owner of the grain elevator at Norwich, Conn. Plans for a 60,000-bushel elevator have been completed.

Property for a warehouse and elevator storage is to be bought by H. W. Hurst of the West Side Feed & Fuel Company of Erie, Pa. This will be in addition to the elevator which he recently completed.

H. J. Rengel has been elected president of the Moffatt Flour Mills, Buffalo, N. Y., and vice-president of the Churchill Grain & Feed Company succeeding the late W. L. Moffatt. He has been secretary-treasurer of the Moffatt company for several years.

The J. Cushing Company of Fitchburg, Mass., has bought the business, land and buildings of the Stanley Woods Milling Company of Pawtucket, R. I. The business is largely in grain and feeds and will be continued by the purchasing company. The price was about $13,000.

A site at Wallington, near Sodus, N. Y., has been bought by the Kate Sales Company, Inc., of Williamson. The company will erect a warehouse to handle grains, seed and other products. It will have its principal offices at Williamson and Frank M. Kenyon will be president. Frank B. Anderson will be in charge at Wallington.

ILLINOIS

The McComas Grain Company is to build a grain elevator at Loxa, Ill.

The Farmers Grain Company has been incorporated at Pontiac, Ill.

Ralph McNeely is now manager of the Farmers Elevator Company at Sciota, Ill.

The elevator of Thomas Cashman at Polo, Ill., has been sold hy him to Typer & Hedrick.

The present elevator of the Potter Bros. at La Fox, Ill., is to be razed and a new one erected.

The E. G. Coon Grain Company of St. Joseph, Ill., has been bought by the Chase Grain Company of that town.

J. W. Johnston & Son succeed the Oakwood Farmers Co-operative Elevator Company at Oakwood, Ill.

The elevator at Rantoul, Ill., has been bought by Elmer Swanstrom, formerly manager of the Farmers Elevator at Loda.

H. O. Kiest, F. W. Kiest and Grover C. Kiest have incorporated at Lawndale, Ill., as the Lawndale Grain Company.

Arthur Seivers has resigned as manager of the Hinckley Grain Company of Hinckley, Ill., and is succeeded by A. Clark.

J. T. Higginbotham has leased the R. O. Harris & Son Elevator at Arcola, Ill., and will conduct a general grain and coal business.

A new elevator is to be built at Mt. Carmel, Ill., for the Pioneer Grain Company operating an elevator at Patton (Mt. Carmel p. o.), Ill.

Mr. Grove is succeeded as manager of the Lisbon Center Farmers Elevator Company at Lisbon Center (Morris p. o.), Ill., by O. Sheveland.

A new elevator is to be built on the site of the old elevator of the Sidell Elevator Company of Sidell, Ill., by the Maddox Bros., proprietors of the plant.

The Farmers Martinton Grain Company of Martinton, Ill., has changed its name to the Martinton Grain Company. Max D. Pilotte is manager of the company.

To handle grain, coal, etc., J. M. Kautz & Son, incorporated at Pulaski, Ill., capitalized at $20.000. The incorporators are J. M. Kautz, W. G. Kautz and E. L. Kautz.

R. E. Jacobs is manager of the Farmers Elevator at Triumph, Ill. He resigned his position as manager of the West Brooklyn Farmers Co-operative Company of West Brooklyn, Ill., to take this new position.

Additional elevator storage of 600,000 bushels' capacity is to be built to the corn plant of the A. E. Staley Manufacturing Company of Decatur, Ill. The company is also negotiating for the purchase of 31 acres of land to provide room for future expansion.

The elevators of the S. C. Bartlett Company at Fairbury and Lodemia (no p. o.), Ill., have been bought by S. C. Van Horn of Trivoli. Mr. Van Horn will take charge about April 1 succeeding G. S. Duzenbery and his son, Grant.

INDIANA

James F. Handley is manager of the Farmers Elevator at Galveston, Ind.

Charles C. Waters is assistant manager of the J. W. Wilkinson Elevator at Boonville, Ind.

The Roy Wilkinson Elevator at Remington, Ind., has been bought by Mr. Hedworth of Romney.

Clark & Kirklin have overhauled the Farmers Elevator at Osgood, Ind., which they bought not long ago.

The elevator of J. J. Aukerman at North Grove, Ind., has been bought by Carl E. Plotner who will operate it.

A preliminary certificate of dissolution has been filed by the Farmers Mill & Elevator Company of Osgood, Ind.

John F. Deckard is manager of the Home Grain Company's elevator at La Grange, Ind., succeeding B. Frank Greenawalt.

A new elevator is to be built at Allendale (p. o. Evansville), Ind., for a company operating the grain elevator at Patton, Ill.

The Farmers Elevator Company at Laketon, Ind., has been bought by Lyman Metzger, George Metzger and A. J. Delauter.

Ground at Lafontaine, Ind., has been leased by J. C. R. Martin and his son, Albert, upon which they will build a new elevator.

J. Keller & Co., have gone out of business at Kendallville, Ind., and the elevator is operated by the Natham Grain Company.

The grain elevator at Chase (Boswell p. o.), Ind., is to be wrecked by the Farmers Co-operative Company and the lumber is to be sold.

The capital stock of the Markleville Elevator Company of Markleville, Ind., has been increased from $25,000 to $40,000. The additional is in common stock.

The grain elevators of the Whiteman Bros. Company at Buck Creek, and Colburn, Ind., have been sold to Otto Lefforge and James Stephenson of Frankfort who will take possession April 1.

Improvements are being made to the elevators of the Kinney Grain Company at Morristown and Fountaintown, Ind. They are also installing new machinery for the manufacture of concentrated foods.

The Early & Daniel Realty Company filed articles of incorporation at Indianapolis, Ind. The company contemplates the formation of a grain elevator company and the erection of a series of concrete grain elevators. The project will represent an investment of $375,000. Albert E. Thompson of Indianapolis and H. Lee Early and E. D. Daniel of Cincinnati are interested.

OHIO AND MICHIGAN

The elevator of W. J. Leply at Patterson, Ohio, has been bought by Maude Simmons.

New equipment has been installed by the Mt. Cory Elevator Company of Mt. Cory, Ohio.

The North Baltimore Grain Company of North Baltimore, Ohio, has installed a corn sheller.

A cracker and grader has been installed by the Arlington Elevator Company of Arlington, Ohio.

The Hub Grain Company, Bowling Green, Ohio, has decided to rebuild its elevator which burned.

Harry W. Reetz is manager of the Hardin Grain & Supply Company of Hardin (Sidney p. o.), Ohio.

A combined cracker and grader is to be installed by the Arcadia Elevator Company of Arcadia, Ohio.

Charles Breese and John Woodcock have bought the elevator at Martel, Ohio. Mr. Breese will operate it.

The partnership conducted at Thompsonville, Mich., as the Thompsonville Elevator Company by C. W. Morrill and G. A. Morrill, has been dissolved. G. A. Morrill will continue under the old name, while C. W. Morrill will continue the grist mill as He has managed the co-operative business for several years.

A combination sheller and cleaner has been installed by C. R. Apple, grain dealer of Covington, Ohio.

A combined cracker and grader has been installed by the Bryan Co-operative Grain Company of Bryan, Ohio.

The elevator of the Sedalia Grain & Lumber Company at Buchwalter (Jeffersonville p. o.), Ohio, is to be rebuilt soon.

W. O. Smith is manager of the grain elevator at Sherwood, Ohio. He was formerly in charge of the elevator at Mortimer, Ohio.

A 50-horsepower motor has been installed by the Rockford Equity Exchange Company of Rockford, Ohio, replacing steam power. D. A. Bricker is manager.

The Ravenna Creamery Company has bought the elevator of A. E. Young at Ravenna, Mich., The building is to be repaired and remodeled as soon as possible.

The main elevator of the Prospect Farmers Exchange of Prospect, Ohio, has been covered with galvanized iron and another 20-horsepower motor and feed grinds has been installed.

The warehouse and grain elevator of the Mason County Co-operative Marketing Association of Custer, Mich., have been bought by Elmer McKenzie. He has managed the co-operative business for several years.

WESTERN

A. G. Tuohy has been appointed manager of the Seattle, Wash., office of Strauss & Co., succeeding J. S. King.

The Trinidad Bean & Elevator Company's elevator at Limon, Colo., has been completed. C. F. Wheeler is manager.

The Levy Grain Company, Inc., of Portland, Ore., is going out of business. The affairs of the company are being liquidated.

A company is being formed at Rockford, Wash., to build a 35,000-bushel elevator. The firm is being capitalized at $15,000.

W. T. Giese has severed his connections with the Townsend Elevator Company of Townsend, Mont., of which John A. Gravely is owner.

The Farmers Co-operative Elevator Association of Havre, Mont., has plans for either the purchase or the erection of a grain elevator.

The Holly Co-operative Equity Company of Holly, Colo., has been bought by the A. L. Smith Company of which A. L. Smith is owner and manager.

Repairs are to be made to the elevator of the Bresnahan Mercantile Company of Greeley, Colo. The elevator has a capacity of approximately 4,000 bushels of grain.

A grain elevator will probably be built at Craig, Colo., for the Colorado Milling & Elevator Company, to be used as a grain receiving station by this firm.

The J. Mikkelson Company of Seattle, has bought out the Howell Grain Company of Seattle. W. J. Howell will be manager of the company's feed department.

The Oakland Terminal & Elevator Corporation of Oakland, Calif., is contemplating the erection of small country elevators of from 10,000 to 30,000 bushels' capacity.

The Conley-Ross Grain Company of Colorado Springs, Colo., is managed by W. P. Little. He was formerly manager of the Continental Grain Company at Denver, Colo.

Theodore D. Harmon has resigned his position as manager of the Eugene Mill & Elevator Company of Eugene, Ore., and will go into the warehouse and feed business on his own account at Eugene.

The Mosier business property at Tekoa, Wash., has been bought by L. J. Lauritzen and son, Paul, of the Lauritzen Grain Company. The firm will remodel the interior and an electrically operated feed mill and grain cleaner will be installed.

The Mikkelson Grain Company has been organized at Portland, Ore., a merger of the different Mikkelson interests, including grain companies,

warehouses and elevators, but excluding the flour mills. M. B. Mikkelson, S. E. Mikkelson, John Mikkelson and L. W. Wright are the incorporators.

A $12,000 brick and tile building is being erected at Mt. Vernon, Wash., for the City Grain & Seed Company. A special cleaning room, large warehouse and retail room will be provided for.

The Peerless Farmers Grain Company of Peerless (Scobey p. o.), Mont., has completed a 30,000-bushel elevator. It has been equipped with a Fairbanks 10-ton scale, Strong-Scott Dump and a 15-horsepower Fairbanks Gas Engine.

J. W. Denio Milling Company, conducting a line of country elevators in Montana and Wyoming, and a 1,000-barrel mill at Sheridan, Wyo., and the F. C. Ayers Mercantile Company of Denver, conducting a line of Colorado and Wyoming country elevators, have been taken over by the Denio-Barr Milling & Grain Company of Denver. The Ayers company also operates a terminal elevator feed manufacturing plant and warehouses in Denver. Headquarters of the company will be at Denver and Sheridan, Wyo.

MISSOURI, KANSAS AND NEBRASKA

R. Sewell is manager of the Farmers Exchange at Houstonia, Mo.

The Lee Hill Elevator at Alvo, Neb., is to be managed by Oras Foreman.

W. J. Clydesdale expects to build an elevator at Clydesdale (p. o. Lenora), Kan.

L. G. Branders succeeds J. E. Carter as manager of the Farmers Elevator at Moscow Mills, Mo.

The Farmers Elevator Company of Rush Hill, Mo., has filed a petition for the dissolution of the firm.

Capitalized at $10,000, the Kingman Grain & Mercantile Company has been incorporated at Kingman, Kan.

P. H. Gartner and Fred Mohlman are now managing the Pauline Grain & Supply Company of Pauline, Neb.

A new elevator and warehouse are to be built probably at Moberly, Mo., for J. D. McLean & Co., of Peoria, Ill.

C. W. Hagerman is succeeded as manager of the Farmers Elevator Company at Diller, Neb., by Rupert Andrews.

The management of the Farmers Grain Company at Graf, Neb., is in the hands of O. R. Schumann, who succeeds J. R. Allen.

The elevator of the Farmers Union Co-operative Association at Ashland, Neb., has been overhauled. F. N. Endicott is manager.

The Sharon Springs Grain & Implement Company of Sharon Springs, Kan., has been organized with P. P. Paul as manager.

V. A. Hall has leased the elevator at Lawrence, Neb., which has been idle for some time. It is owned by the Duff Grain Company.

Eland Johnson is succeeded as manager of the Farmers Union Elevator at Mead, Neb., by Carl Harlan, formerly of Fullerton, Neb.

The old Ryan Elevator at Council Grove, Kan., has been bought by Fred J. Farley of Salina. The elevator has not been in use for several years.

The interest of Philip Clarke in the Security Elevator Company, Hutchinson, Kan., has been sold and he has resigned as manager of the elevator.

A branch office has been established at Carthage, Mo., for the Hodgson-Cawthorne Grain Company with W. W. Simmons of Kansas City in charge.

A truck dump is to be installed in the elevator of the Farmers Union Co-operative Association of Manhattan, Kan., this spring. F. S. Blair is manager.

H. L. Merritt succeeds Ed Helm as manager of the Farmers Co-operative Association Elevator at Wakefield, Kan., which position he held for 14 years.

The Haddam Farmers Co-operative Elevator & Supply Company of Haddam, Kan., is contemplating discontinuing operations. John Randall is manager.

The elevator business of A. J. Storms and son at Auburn, Neb., has been bought by Ed Ely. The former partnership, as a result of the sale, has been dissolved.

The Douglas County Co-operative Association of Baldwin (p. o. Baldwin City), Kan., has decided to refinance their elevator by the selling of additional stock.

F. G. Booker succeeds J. R. Bailey as manager of the Bailey Grain & Milling Company of Clinton, Mo. Mr. Booker was formerly manager of the Farmers Co-operative Exchange at Prairie City, Iowa.

L. L. Beachler will cover his elevator at Deerfield, Kan., with corrugated steel this summer and will install a motor to drive the elevator leg at the top, and a suction fan. The name will be the Beachler Mill & Elevator Company. It was formerly known as the Everly Grain & Elevator Company.

Feed, grain, flour, coal and implements are handled by the Bethany Mill & Elevator Company of Bethany, Mo., which has opened an uptown office in Bethany.

The elevator and mill property at New London, Mo., for years owned by the Carter-Shepard Milling Company, has been bought by Hunter Hulse from J. W. Youle.

W. E. Conn has resigned as agent at Elsie, Neb., for the O. M. Kellogg Grain Company and is connected with the Conn Bros. Grain Company at Mahaska, Kan.

The elevator at Brainerd (p. o. Whitewater), Kan., has been bought from Floyd Bachelder by Frank and Howard Brainerd who will operate as the Brainerd Bros.

C. A. Harlen has resigned as manager of the elevator of the J. B. Hord Grain Company at Fullerton, Neb., and will be in charge of the Farmers Elevator at Mead.

Improvements are being made to the elevator of the Colony Elevator Company of Colony, Kan., and a hammer mill is being installed that will handle ear corn and kafir.

The elevator of the A. G. McReynolds Estate at Cunningham, Kan., has been sold to Marion Bahling who will take charge at once. It was operated as the Farmers Grain Company.

H. F. Collett has resigned as manager of the Aurora Elevator Company of Aurora, Neb. The resignation takes effect April 1. He will go into business for himself along the same line.

R. M. Edwards, W. T. Kelley, A. W. Bly and M. C. Shafer have bought the Farmers Elevator at Beaver City, Neb., which has been standing idle for the past year. It will be remodeled.

The elevator and stock yards of the Farmers Co-operative Association at Elk Creek, Neb., has been sold to Chris Gottula. Mr. Gottula, it is said, bought the property for a company of farmers.

The Farmers Grain & Seed Company of Lamoni, Iowa, has built a grain elevator at Andover, Mo. The elevator is covered with galvanized iron siding; has concrete foundation and is equipped with a 20-horse power Type "Z" Fairbanks Engine, No. 2 circulating pump, 1,500-bushel Fairbanks Morse Automatic Scale, No. 34 Western Sheller, No. 25 Pitless Sheller, wagon and truck dump and manlift.

IOWA

James Roberts has leased the Eacrett Elevator at Malvern, Iowa.

The grain business of Casper Steckler at Alton, Iowa, has been discontinued by him.

The Farmers Elevator Company of Clearfield, Iowa, has filed a notice of dissolution.

The lumber yard, elevator and residence of C. F. Abbott at Gaza, Iowa, has been sold by him.

A new truck dump has been installed by the Farmers Elevator Company located at Livermore, Iowa.

The Farmers Elevator Company at Ralston, Iowa, elected Mr. Jarvis as manager succeeding E. L. Kreger.

A 10-ton Fairbanks Scale and truck lift have been installed by the Farmers Elevator Company of Dayton, Iowa.

The Merchants Elevator Company's property at Davenport, Iowa, has been bought by J. A. Shaff of Clinton.

The Arthur Co-operative Elevator Company of Arthur, Iowa, is installing an oat huller to do custom hulling.

P. L. Rivard has sold his 60,000-bushel elevator at Pocahontas, Iowa, to the Quaker Oats Company of Chicago, Ill.

The Davenport Elevator Company's property at Cloverdale, Iowa, was closed on March 1 for an indefinite period.

A corn sheller and grader and other equipment has been installed by James H. Wiese Company, grain dealers of Eldridge, Iowa.

The grain elevator at Sioux City, Iowa, formerly owned by the Farmers Elevator Company has been bought by the Fleishman Malting Company.

The Hubbard & Palmer Elevator at Hospers, Iowa, has been bought by the Klein Bros. who will make extensive repairs and improvements. The company plans to do a feed grinding and grist business.

A grain drier and purifier are to be installed in the Rock Island Railroad at Council Bluffs, Iowa, which the Trans-Mississippi Grain Company operates. The new equipment will replace the drier which burned and will be twice the capacity of the old drier and purifier.

G. S. Gehlke has resigned as manager of the Farmers Elevator operated as the Richards Elevator Company at Richards, Iowa, and is now with the Davis Bros. & Potter Company at Pomeroy. He is succeeded at Richards by E. E. Wise. He succeeds Malcolm Peterson at Pomeroy.

The elevator and business of Fred Akerman at Abbott, Iowa, has been bought by D. J. Peters who took possession March 1. Fred Potter will be manager.

J. C. Coffman is president of the Farmers Elevator Company at Guthrie Center, Iowa. Frank Reed has been retained as manager; Vern Weigle is secretary.

The W. R. Fleming Elevator at Forest City, Iowa, has been bought by the Farmers Elevator Company. Mr. Lingren and Roy Olson will have charge of the elevators.

Mr. Havings of Kamrar has been appointed manager of the Stratford Grain & Supply Company at Stratford, Iowa, to take the place of F. I. Erickson who resigned some time ago.

The holdings of the Farmers Elevator Company at Bancroft, Iowa, which have been shut down for a few weeks, have been taken over by W. A. Murray, an experienced grain man.

The new elevator of the Farmers Elevator Company operated by W. H. Green at Iowa City, Iowa, has been completed and is in operation. It is equipped with a 22-inch Monarch Attrition Mill.

MINNESOTA AND WISCONSIN

The Equity Exchange has sold the Prescott Elevator at East Ellsworth, Wis., to W. J. Buckner.

Olof Waeby has resigned his position as manager of the Westby Co-operative Elevator at Viroqua, Wis.

The Farmers Elevator Company of Dassel, Minn., is to install a separator to replace the grain cleaner.

The Cargill Elevator Company of Benson, Minn., expects to make minor repairs on its elevator in the spring.

A. J. Styrblicky & Sons of Delano, Minn., are installing a 7½-horsepower enclosed type motor in the head of their elevator.

A Strong-Scott Dump and a 10-ton Fairbanks Scale have been installed by the Farmers Elevator Company of Waverly, Minn.

S. G. Sorenson is to build a 25,000-bushel elevator and feed mill at Tomah, Wis., as well as additional warehouse space this summer.

A new elevator and feed mill have been completed at Mora, Minn., for the Farmers Co-operative Creamery. U. G. Boyle is manager.

The J. J. Lang Elevator Company of Benson, Minn., contemplates making minor repairs. The company also operates at Barry and Haffman.

G. A. Paton is manager of the Farmers Elevator at Redwood Falls, Minn. He was formerly manager of the Farmers Elevator of Pierpont, S. D.

The name of the Sandburg-Roe Company at Crookston, Minn., has been changed to the C. Roe Grain Company with Caroline Roe president and Charles Roe, secretary.

A machinery and implement department has been installed by the Owatonna Farmers Elevator & Merchantile Company of Owatonna, Minn. E. J. McGrath is in charge of it.

An addition of 50,000 bushels' capacity is to be built to the A. E. Anderson Elevator at Cottonwood, Minn. To make this addition, another elevator 200 yards distant will be moved.

Irving C. Lyman is now in the elevator shipping business in Milwaukee, Wis., on his own account. He was until recently with the Kneisler Bros., who have discontinued this activity.

The Raymond Farmers Elevator Company of Raymond, Minn., is making repairs on its automatic scale. The company contemplates building some coal sheds and installing power equipment to handle it.

The L. H. Smith Elevator & Coal Shed at Henning, Minn., has been bought by M. C. Barry, formerly manager of the Farmers Equity Elevator Company of Wyndmere, N. D. He will take personal charge.

To deal in grain, feed, flour, fuel, etc., the Mills & Black Company has been incorporated at Lake Mills, Wis. The capital stock of the firm is $30,000. E. L. Mills, T. W. Black and W. A. Engsberg are interested.

The Equity Elevator Company of Montevideo, Minn., L. J. Nelson manager, is to build a dust house and install a dust collecting system in the near future. The company put in a cylinder cleaner recently and built an addition to the office.

The Equity Farmers Elevator Company of Buffalo Lake, Minn., has let the contract for a 25,000-bushel elevator. The storage capacity will be 12 bins and the latest equipment will be installed. There will be a well equipped office.

The Appleton Cereal Mills and the Western Elevator Company of Appleton, Wis., have consoli-

dated. Edward Kluck has disposed of a half interest in the cereal mills to J. H. Peeters of the elevator company and acquired a part of the interest of Ray M. Peeter in the elevator business. The headquarters will be at the Western Elevator.

The interest of Gustave Haneman in the old elevator at Carlisle, Minn., has been bought by Richard Wallin. The elevator was formerly the property of the Minneapolis & Manitoba Elevator Company and will probably be remodeled this spring.

A 1,000,000-bushel addition is to be erected at Milwaukee, Wis., for the Chicago, Milwaukee & St. Paul Railroad, to constitute, when operated in connection with the tanks left after the recent fire, a total capacity of 1,500,000 bushels. Plans for the house are being made by James Stewart & Co., Inc., of Chicago, and competitive bids are to be taken by the railroad on the basis of these plans.

A 1,000,000-bushel terminal elevator is to be built this year on the site of the old Calumet Elevator at Minneapolis, Minn., by Hallet & Carey, cash grain dealers there. The building will be of reinforced concrete construction. Besides the workinghouse, there will be 16 tanks and 18 interstice bins. It is to be ready in August when for the first time the company will be able to clean, mix and store wheat.

SOUTHERN AND SOUTHWESTERN

James Applewhite is to erect a large grain and feed warehouse at Marianna, Ark.

C. A. Jewell and T. W. Clark have incorporated at Bryant, Okla., as the Alfalfa Elevator Company.

Hugh B. Brakhage succeeds D. W. Lyons as manager of the Farmers Elevator Company of Newkirk, Okla.

The elevator of the Marshall Mill & Elevator Company at Marshall, Texas, is to be repaired and a new elevator installed.

The Yoakum Mill & Elevator Company property at Corpus Christi, Texas, has been bought by M. B. Roddy & Son and Joe Roddy.

Ben H. Williamson, Jr., is now at Memphis, Tenn., where he will be associated with M. G. Odeneal as the Ben H. Williamson & Co.

A large grain and feedhouse is being built at Brickeys, Ark., by Jim Applewhite. He has leased the lot from the Missouri Pacific Railroad.

P. J. Mullin has sold his interest in the Washburu-Mullin Grain Company at Oklahoma City, Okla., and has opened an office at Fort Worth, Texas.

W. J. Jones is now associated with E. W. Holt, wholesale grain dealer at Nashville, Tenn. He was formerly with the Southland Mill & Elevator Company.

Frank Vandever is now with the C. M. Carter Grain Company at Fort Worth, Texas. He was formerly with the Stowers Grain Company of Oklahoma City, Okla.

The interest of Roy A. Miller in the Mullen & Haynes Company at Owensboro, Ky., has been bought by O. H. Williams. He was formerly with the Rapier Grain & Seed Company.

The Selman Elevator of the Alva Roller Mills, Alva, Okla., has been bought by F. W. Anderson and Mat Roetker. They will open about April 1 as the Anderson-Roetker Grain Company.

J. A. Harrison, father of C. P. Harrison of the C. P. Harrison & Co. of Cooper, Texas, has joined the firm and it is now operated under the name of the Harrison Grain Company of that place.

Scott & Walling and Scott Mill & Elevator Companies of Childress, Texas, have consolidated and will occupy the building of the Scott Mill & Elevator Company with Travis Walling in charge.

The Arkadelphia Milling Company has leased the Missouri Pacific Elevator at Little Rock, Ark., and will establish a feed branch and may later remove its entire plant there. The elevator has a capacity of 150,000 bushels and can load 25 cars a day.

The stock and equipment has been bought, and plant leased from the Cogar Grain & Coal Company at Harrodsburg, Ky., by Clell, Coleman & Sons of Burgin. He takes possession May 1. Wm. Bennett is manager of the Cogar Grain & Coal Company.

Charles R. Matthews has bought the interest of his brother in George B. Matthews Sons, New Orleans, La., and will conduct the grain business under the same name. The firm has been in existence for over 50 years. He recently sold his own grain and flour business.

The Ruhmann Grain & Fuel Company of Waco, Texas, has recently taken over the business of the Seley-Cornforth Grain Company of that city. Mr. Cornforth has joined Mr. Ruhmann and the firm is now operated under the firm name of the Ruhmanu-Cornforth Grain Company. The Wendland Grain Company of Killeen, Texas, has purchased the firm of Duncan Company, Inc. of that place and is operating under the name of the Wendland Grain Company.

THE DAKOTAS

A cleaner is to be installed by Bosch & Krueger at Linton, N. D.

John Soiseth is manager of the Farmers Elevator Company at Grenora, N. D.

Elmer Heitman has resigned as manager of the Farmers Elevator Company of Redfield, S. D.

Articles of incorporation have been filed by the Farmers Grain & Trading Company of Hillsboro, N. D.

W. E. Tibbles has installed a Strong-Scott Dump and a 700-bushel leg in the elevator at Merricourt, N. D.

The Selmser Fuel & Grain Company of Watertown, S. D., is to install a seed cleaner in its warehouse.

The yards of the Imperial Lumber Company at Leeds, N. D., have been bought by the St. Anthony & Dakota Elevator Company.

The Farmers Elevator Company of Ortley, S. D., of which O. O. Haugen is manager, is to install a cylinder cleaner next spring.

The Schneiderman Grain Elevator at Davis, S. D., has been rented by the Atlas Elevator Company and will be used as a storage house.

The Herman Olson Grain Company of Webster, S. D., is to install a truck dump and new scale and do some general repairing this spring.

Sexauer & Son have leased a site at Onida, S. D., upon which they will erect a grain elevator of 25,000 bushels' capacity. The old one is to be dismantled.

The V. Fousek Elevator at Dante, S. D., has been bought by Ernest McKee of Wayne. The Western Terminal Elevator is the only Dante elevator open this year.

The Sully County Cooperative Association of Onida, S. D., is to build an additional elevator of 20,000 bushels' capacity. Both will be ready for this fall's crop.

J. C. Parmenter is now manager of the Farmers Elevator Company at Centerville, S. D. He was formerly with the Farmers Co-operative Association at Wagner.

The Webster Equity Elevator & Trading Company of Webster, S. D., has changed its power from direct to alternating current and changed motors, installing two 7½-horsepower and one 15-horsepower enclosed Fairbanks-Morse Motors.

The Stevenson Elevator near Wahpeton, N. D., has been bought by R. G. Moats, manager of the Baldwin Elevator Company. Mr. Moates will continue as the Baldwin Elevator until July 1 after which time he will conduct the Stevenson Elevator.

Roller bearings are being installed on the elevators' line shaft, heads, etc., of the Doland Farmers Elevator Company at Doland, S. D. The motors are being enclosed.

Peter Lundquist is manager of the Farmers Cooperative Elevator Company at Watford City, N. D., suceeding Joseph Folven who is orgauizing a farmers elevator at Sanish.

A new scale and dump are to be installed this summer in the elevator of the Jenner Elevator Company at Lehr, N. D. The Lehr Grain Company of that place has rebuilt its elevator.

Foreman & Karstens is succeeded as owner of the McKain Grain Elevator at Elkton, S. D., by August W. Karstens. Mr. Karstens bought Mr. Foreman's half interest in the property.

CANADA

A new grain drier, bought from the Barnett & McQueen Construction Company, is to be installed in the Bawlf Elevator at Port Arthur, Ont.

The new grain elevator being erected at Port Mann, B. C., is to be leased by the Gillespie Grain Company. Its capacity is 600,000 bushels.

A 2,250,000-bushel elevator is to be built at North Vancouver, B. C., for the Central Selling Agency of the Canadian Grain Producers, Ltd. It will cost $2,500,000.

The grain elevator formerly belonging to the Canada Steamship Lines at Prescott, Ont., is being dismantled and the lumber will be sold for building purposes.

A new unit is being built to the elevator of the Bole Grain Company at Fort William, Ont., which will have a capacity of 500,000 bushels and cost $250,000. The Barnett & McQueen Construction Company is doing the work.

Delegates from the Saskatchewan wheat pool have approved the terms of an offer to purchase the elevator system owned and operated by the Saskatchewan Co-operative Elevator Company of Regina, Sask. The company owns 487 country elevators, and terminals in Fort William, Port Arthur and Buffalo.

Preliminary announcements have been made that Spillers Overseas Industries, Ltd., of London, may sell its assets in the Alberta Pacific Grain Company, Ltd., in which they hold 51 per cent of the shares. The company operates 283 grain elevators in Western Canada. The agreement will be submitted to the shareholders of the Alberta Pacific Company for ratification in due course of time.

FIRES—CASUALTIES

Garland, Wyo.—Fire destroyed the elevator of A. D. Pearson.

Honey Brook, Pa.—Fire destryoed J. M. Fisher's feed warehouse.

Salem, Mo.—Fire damaged the grain and feed warehouse here.

Wahpeton, N. D.—The Farmers Elevator was damaged by fire recently.

Marion, Mich.—Fire damaged the elevator of the Marion Produce Company.

Lucien, Okla.—A windstorm damaged the elevator of A. H. Clausing on February 18.

Bozeman, Mont.—Fire damaged slightly the elevator of F. L. Benepe on February 13.

Mapleton, N. D.—Fire on February 3 damaged the engine house of the Farmers Elevator.

Laingsburg, Mich.—A windstorm totally destroyed the elevator of the farmers Elevator Company.

Talcott, W. Va.—Fire destroyed E. B. Smith's elevator and the Talcott Hardware & Feed store.

Weston, Ohio.—The elevator of the Rural Grain Company was damaged slightly by fire on February 12.

Edison, Neb.—Fire on February 10 damaged the elevator of the Rankin Bros. The cause of the fire is unknown.

Allegan, Mich.—Fire damaged the Foster Elevator and Warehouse with a loss of $4,000, covered by insurance.

Palermo, N. D.—Both of the grain elevators here burned. One was partly filled with grain. They will be rebuilt.

Santa Barbara, Calif.—Plans are being made to rebuild the Union Feed & Fuel Company which burned with a loss of $100,000.

Varner, Kan.—Fire on February 4 destroyed with a loss of $5,000 the elevator of the Consolidated Flour Mills of Hutchinson. Probably 2,000 bushels of wheat were in the elevator at the time and were destroyed. The loss is covered by insurance.

Ft. Scott, Kan.—The Mead Elevator was damaged by fire with a loss of $15,000. This was partly covered by insurance.

Keyes, Calif.—Fire destroyed the warehouse of the Grange Company with over 1,000 tons of Alfalfa, grain and hay valued at $20,000.

Goodwin (near Paulding), Ohio.—Fire destroyed the Harmon Elevator on March 3. A large part of the loss was covered by insurance.

Shelbyville, Ky.—Fire damaged the plant of the Shelbyville Feed & Produce Company on March 3. Loss was between $10,000 and $12,000 with $7,500 insurance.

Aroma Park, Ill.—Fire destroyed the seed house of Walter H. Lowe with loss of $10,000. This is partly covered by insurance. Over 800 bushels of seed corn in the drier were a total loss.

Kansas City, Mo.—The hay and grain warehouse of the L. C. Worth Commission Company, with a loss of $25,000. The buildiug, owned by D. W. Dehoney, was not entirely destroyed and will be rebuilt.

Herman's Island, near Mt. Vernon, Ind.—Fire destroyed 23 cribs containiug 14,000 bushels corn on February 25, with a loss of $9,100. The origin of the fire is unknown. The loss is partly covered by insurance.

Council Bluffs, Iowa.—Fire destroyed Elevator C operated by the Trans-Mississippi Grain Company of Omaha. The elevator coutained 450,000 bushels corn and 200,000 bushels oats. The loss of $800,000 was covered by insurance.

Kansas City, Mo.—Fire destroyed the plant of the Southard Feed & Milling Company with a loss of $150,000. The loss was in building and stock including about 2,500 barrels of flour. The company can continue operations in its manufacturing plant

on the Missouri side which is modern and of larger capacity than the plant burned. It is not known if it will rebuild.

Cedar Lake, Mich.—On February 6, the potato warehouse of the Elmore Grain & Lumber Company was slightly damaged by fire which originated in a car of potatoes standing near. The fire was caused by a defective stove.

OBITUARY

BROWN.—George W. Brown died at Catasauqua, Pa., on March 3, from pneumonia. He was engaged in the feed business at Birdsboro, Pa.

BULLOCK.—Willis Bullock, editor of the *Hay Trade Journal* died on March 1 at Canajoharie, N. Y., his home. His father had been a promiuent hay shipper and founded the paper and organized the New York State Hay Dealers Association. His son, Willis, assumed the management of the paper on his father's death. His widow survives him. He was 47 years old.

CASSEL.—Harry B. Cassel, head of the grain, flour aud feed firm of H. B. Cassel & Son of Philadelphia, Pa., died after a long illness, aged 58 years. He founded the business which bears his name, more than 30 years ago. His widow, son and daughter survive him.

COPE.—Elmer A. Cope died on February 19 aged 47 years. He was president of Cope & Co., grain merchants of Omaha, Neb., and a charter member of the Grain Exchange there.

DE BOLT.—J. M. De Bolt died at Chicago, Ill., on February 8, aged 63 years. He was associated with the late A. W. Shepard in operating a grain elevator at El Paso, Ill. Later Mr. De Bolt went to Walcott where he was grain buyer.

FERGUSON.—Archibald Ferguson died aged 53 years. He was a well known seedsman of Montreal, Que. His son, Richard, will conduct the business.

HAY.—Robert Hay died on February 25 aged 80 years. He was a grain merchant of Toronto. Out.

HILLE.—Charles Hille died on February 18 from old age. He was 92 years old and for years was in the grain business at Evansville, Ind.

HORSMAN.—George Horsman died on February 23 at Harrisburg, Pa., where he was manager and part owner of the Harrisburg Seed Company.

KEEFER.—Howard J. Keefer, died on February 22 at his parents' home at Green Valley, Ill. He was formerly manager of the Farmers Grain Company at Easton, Ill.

KERR.—Thomas Kerr died recently at Portland, Ore. He was managing director of Kerr Gifford & Co., grain exporters and millers. Widow and three sons survive him.

LARROWE.—Charles Larrowe, senior vice-president and a director of the Larrowe Milling Company, died on February 23 at Detroit, Mich., aged 68 years. He leaves a widow, two brothers and a sister.

LEWIS.—W. P. Lewis for over 40 years in the grain business in the west, died early this year at his home in Westville, Ill. He had lately owned an elevator at Meeks, Ill.

LEWIS.—Henry J. Lewis died on February 16 after several weeks' illness, aged 70 years. He was the brother of Charles E. Lewis of Charles E. Lewis & Co. of Minneapolis. He was at one time in the grain and stock brokerage business at Cleveland and Minneapolis.

LOVELESS.—William Loveless died at Texas. He was formerly a grain dealer at Taylorville, Ill.

MAGINN.—Owen Maginn died on January 13 at his home in St. Albans, Vt. He was a member of the National Hay Association.

MOFFATT.—William L. Moffatt, president of the Moffatt Flour Mills, Buffalo, N. Y., and part owner of the Churchill Elevator and vice-president of the Churchill Feed & Grain Company, died from apoplexy on February 15. His widow and one son survive him.

OLWELL.—William J. Olwell died suddenly at Olympia, Wash., while on a business trip. He was a pioneer grain dealer of Seattle.

PACK.—A. W. Pack died aged 73 years at Long Beach, Calif. He was for years manager of the City Feed Company, Provo, Utah.

PORTER.—John D. Porter died on February 25 at Spokane, Wash. He was for 25 years an operator on the Duluth, Minn., Board of Trade and was a member of the firm of Porter Bros.

ROBINSON.—George B. Robinson died aged 84 years at New York City. He was for years prominent in the grain, flour and feed trade and was once a partner in Marsh, White & Co., receivers and distributors.

SAWYER.—C. L. Sawyer died aged 74 years from heart trouble at home in Minot, N. D. He was superintendent of the Acme-Victoria Elevator Company for years.

SCROGGINS.—Ralph W. Scroggius died at Minneapolis, Minn., on March 6, aged 36 years. He was secretary of the Scroggins Grain Company of Minneapolis, Minn. His widow and two children survive.

SMITH.—George H. Smith, president of the Smith Brokerage Company of Greenville, S. C., died on February 3.

SNYDER.—Heart trouble caused the death of John W. Snyder on February 10, aged 77 years, at his home in Baltimore, Md. He was president of Hammond, Snyder & Co., Inc., grain forwarders and a member of the Chamber of Commerce with which he had been identified for 40 years. In 1890 he formed a partnership with the late S. R. Hammond and J. H. Smith as Smith, Hammond & Co., which was succeeded in 1895 by Hammond & Snyder and later by Hammond, Snyder & Co. He continued active until within the past month. His widow and three sons survive him.

STAHL.—G. G. Stahl died at Crandon, S. D., recently.

STARKEY.—B. F. Starkey died at Mulberry, Ind., aged 80 years. He was formerly a resident of that city.

SWINEHEART.—Chance Swineheart died recently. He was manager of the Kansas Milling Company's elevator at Capron, Okla.

TILDEN.—Martin W. Tilden died on March 10 at Albion, N. Y., aged 91 years. He gained the name of the "Bean King of America" when he virtually controlled the bean market during and after the Civil War. He started in the farm produce business but later branched out into the grain market.

TOBIN.—Thomas Tobin died on February 7 aged 65 years. He was founder of the Missouri Seed Company and was later head of the Tobin Seed Company of Kansas City, Mo. He had been out of the seed business for about two years.

WALLBAUM.—Frederick C. Wallbaum died at Springfield, Ill. He was a prominent grain man and at one time served as president of the Illinois Farmers Grain Dealers Association.

FIELD SEEDS

(*Continued from Page 579*)

at 32@35 cents early in the month, but later demand became better and with arrivals meager holders advanced prices to 35@38 cents. European shippers were generally offering at 23@28 cents c.i.f., but buyers here showed little or no interest. Arrivals for the month were 325 bags, against 512 during January.

William Jacot, one of New York's oldest seed dealers, suffered a broken arm recently when he slipped on the ice. He is recovering rapidly, and is back at business, although with the arm in a sling, of course.

TOLEDO SEED MARKET UNSETTLED

By S. M. BENDER

The Clover seed market has been somewhat of a mixed trend the past month. Some selling during February caused a decline but was quickly followed by a sharp recovery. Many March longs sold out before delivery day and this was largely the cause of weakness. Around the $15 level, support was noted and buying power increased perceptibly. Several hundred bags changed hands at that figure. Short covering and removal of hedges against cash seed has furnished most of the late buying. Offerings have been heavier of late owing to the large amounts of seed which have been cleaned into prime. Cash houses have been the principal buyers of seed of late, especially the March. Liquidation in this delivery is believed to have run its course and the market should show strength or weakness according to cash sales. Liberal deliveries have been made on March contracts and most of this seed has gone into strong hands and will be shipped to fill spring requirements. This market has furnished an excellent hedging medium for cash dealers. It is also an excellent market in which to dispose of surplus stocks. Both foreign and domestic dealers have found it very attractive during the present season. October Clover has shown exceptional firmness due to the strength of cash seed and possibility of a small carryover. Trade has been more active of late. This month represents the coming crop of domestic seed and will be subject to changes of weather during the growing season. Hedging against the carryover will come into the market later. Clover is very sensitive to weather and October follows the changing sentiment. Alsike and Timothy have been firm of late with trading more brisk. They are both in position to respond to the spring demand. Stocks are not so liberal of the best quality and off-grades are selling at wide discounts.

WISCONSIN SEED NOTES

By C. O. SKINROOD

The big Wisconsin seed topic in March is the scarcity of good seed corn. Practically all other kinds of seeds are in fairly abundant supply, although the prices may be very high.

Farmers are actually urged to take no chances on a single ear but to test every one. The Agriculture College points out 100 ears of corn will plant about eight acres of corn and that 100 ears can be tested with relative ease. Special boxes have been rigged up in which to make these tests. But the college reports that any old box will fill the bill, the only requirements being that the ears from which tests are made by carefully marked and checked up with those in the testing box.

Seed corn authorities state that it is not wise to import corn to Wisconsin from any distance as this is sure to cut down yields from 20 to 30 per cent. There is no assurance that the imported seed was not hit by the frost unless it comes from states farther south; and to get seed from a warm climate would be suicidal.

Prof. R. A. Moore of the Wisconsin College of Agriculture made a statement that the state experiment station members have more seed corn this year than ever before. This is all fire-dried seed, he said which should be absolutely safe.

However, Prof. Moore reports that buyers from other states are coming in to get this seed and taking it in 100-bushel and 500-bushel lots. On this basis, he said, it is more than likely that Badger farmers will get left in the lurch and not get the seed they want.

The campaign for increasing the Alfalfa acreage in the state of Wisconsin is going on with redoubled vigor. County agents from many sections of the state report that Alfalfa will be more popular than ever before for one reason because Red Clover seed is very high and the Alfalfa seed is relatively cheaper.

One county agent pointed out that there is grave danger this year that many ignorant farmers will plant imported Red Clover seed. Rather than do this, he is urging all farmers to increase their area of Alfalfa where there is no danger of being duped with the imported seed.

In Burnett County last year more than 14,000 pounds of Grimm Alfalfa seed was distributed through an Alfalfa pool. This pool created tremendous enthusiasm for Alfalfa and scores of meetings were held to promote the crop in that district.

W. K. Rogan, the county agent of Marathon County at Wausau, is making a special effort to turn every Red Clover farmer this year into an Alfalfa enthusiast. Mr. Rogan has offered to give special advice to every farmer in the county on what fields to plant to Alfalfa, and just how and where it can be grown to the best advantage.

The official seed market indicates the tone of the trade is from steady to firm with the choice Red Clover ranging from $25 to $30.50. The dirty and poor lots range down to $12 to $17. The Alsike is quoted mostly from $14 to $22 in the local market. White Clover ranges mostly from $25 to $32.

A wide range of prices is shown in the Timothy seed market with the lowest grades down to $5 to $6, the intermediate grade from $6 to $7 and the choice to fancy kinds from $7.25 to $7.50.

SEED CORN IN INDIANA

By H. M. RUDEAUX

The outlook for good seed corn in Indiana this year is worse than at any time since 1918. The excellent condition of the corn crop by the first of October made most farmers careless about saving seed in advance of general husking. Then came the unusual wet weather which lasted all fall. Corn did not dry out as it should have but remained full of moisture and when the severe freeze came at the end of October, many of the germs were frozen and killed. There is no actual shortage of seed corn in Indiana, but great care must be exercised in selecting it and every ear must be tested. Many otherwise good looking ears are full of kernels with frozen germs.

Following the receipts of hundreds of reports concerning the situation over the state, Professor A. T. Wiancke and Dr. G. N. Hoffer, of the Purdue University Agricultural Experimental Station, issued a statement in which they predicted the establish-

ment of 1,000 community seed corn testers in Indiana, to operate at full capacity for eight weeks, would mean an additional wealth to corn growers this year of $5,000,000.

Printed copies of the statement accompanied by a letter concerning the situation by C. I. Christie, director of the experimental station, were sent to every bank, county agent, vocational teacher, member of the Indiana Corn Growers Association and industries allied with agricultural industry in the hope the statement would be instrumental in starting a campaign for the establishment of testers.

Reports from community seed testers in operation show an alarming percentage of ears unfit for seed, says the statement. While odd lots of corn are fairly good many are showing less than 50 per cent germination. This condition is far below normal and a great calamity threatens the corn crop of 1926. Frost damage was so general last year that no lot of corn can be considered safe for seeding without individual ear testing. This should be brought forcibly to the attention of every farmer.

More than 1,000,000 bushels of corn will have to be tested in order to obtain satisfactory seed to plant the corn acreage of Indiana, is pointed out in the report.

"The preliminary tests show that it will not be necessary to go outside of Indiana for seed and importing seed corn from a distance is dangerous, and should not be resorted to. There is good seed to be had at home, but immediate action is required. Every community has enough good corn but it will have to be severely culled and then tested and reculled. Farmers should do testing at home wherever possible, and these who cannot should join in the establishment of a community seed testing plant and have their corn tested there." The statement further points out that "the community tester which operates by the rag doll method, handles 2,240 ears a week. If only 25 per cent of the ears are discarded one tester will supply good seed for 140 acres a week."

In Johnson County last year, the corn tested by the method advocated showed an increased yield of 11.4 bushels an acre over the corn that was untested. At the cost of $2, the average for oue tester, the increased profit from the larger crop averages $5,600. Full directions for making of the testers are contained in the statement.

SEED HOUSE CELEBRATES

An unusual birthday celebration was held on February 22 and 23 by the Henry Field Seed Company, Shenandoah, Iowa, when it broadcast for 30 hours continuing from its station KFNF. On the occasion of its second anniversary the company received 226,000 telegrams. One telegraph operator at Coburg, Iowa, grew tired of sending telegrams so took his Ford and delivered 96 of them in person.

On the program were eight orchestras, 15 male quartets, many companies of eutertainers, bands and speakers. One feature was a contest for old time fiddlers with 120 old timers on the program, listeners voting by telegram for their favorites.

Radio artists from KMMJ, "the incubator station" at Clay Center, Neb., were on the program, as were also members of the staff of Station KMA of the May Seed & Nursery Company.

The Field seed house entertained thousands of visitors during the broadcast. They thronged through the room, watched the broadcasting and ate refreshments provided gratis in the seed house dining room.

The retail merchants of Shenandoah entertained a crowd of over 4,000 in the armory. There was music, old fashioned dances and refreshments.

The Hoermann Seed Store of Terre Haute, Ind., is succeeded in business by the Quinlan Seed Store.

The seed business of C. R. Martin at Dayton, Ohio, has been sold to V. E. Herter & Co.

The capital stock of the Funk Bros. Seed Company of Bloomington, Ill., has been increased from $75,000 to $200,000.

A new seed scarifier aud cleaner have been installed in the seed plant of the T. H. Cochrane Company at Portage, Wis.

The capital stock of the Reynolds Seed & Commission Company of East St. Louis, Ill., is to be increased from $20,000 to $50,000.

In commenting on our write-up in last month's issue of the J. Chas. McCullough Seed Company of Cincinnati, Ohio, that company says that J. Chas. McCullough started in business for himself over 40 years ago operating as J. Chas. McCullough until the present company incorporated in

S. A. Cartwright has sold the building and grounds of the Independent Seed & Fuel Company at East Moline, Ill., to Johu Siefken for $4,000.

Field seeds are now handled by Theodore Nass & Sons of Atchisou, Kan. They will remodel part of their local office into an up-to-date seed store.

Ralph K. Munroe, A. H. Eelze and Charles A. Purkey have incorporated at Heyworth, Ill., as the Purkey Seed Company. The capital stcok of the firm is $6,000.

The Premier Seed Company has been organized at Toledo, Ohio, succeeding the Crumbaugh-Kuehn Company. F. R. Moorman remains as general manager of the new firm.

The Harvey Seed Company of Montgomery, Ala., has been declared bankrupt and M. Hugh Stuart has been appointed receiver. The stock and fixtures were ordered sold February 11.

Fred J. Mitchell, Jr., is general manager of the Henry F. Mitchell Company of Philadelphia, Pa., succeeding the late Paul F. Richter. He has been with the company for 20 years.

The Pecos Valley Seed Company of Hagerman, N. M., has retired from business and its owner and manager, Henry A. Hanna, will engage in business at Dallas, Texas, with a tea company.

A new building has been put up at San Juan, Texas, for the Valley Star Seed & Products Company, and will handle a complete line of seeds, with R. B. Curry in charge as manager.

A seed store has been opened at Fayette, Ohio, by A. B. McDonald, formerly connected with the Fayette Grain Company. The company will handle field, garden and flower seeds; also poultry feeds.

A two-story brick and stone building at Omaha, Neb., has been purchased by the Standard Seed Company. This is a co-partnership controlled by Emil Ostrisal and E. Rathouz, who will go into their new property May 1.

A new company was organized at Spokane, Wash., to take over the old Spokane Seed Company from the Portland interests. The firm will operate under the old name with M. B. Hopkins, president; C. C. Whaley, vice-president; K. H. Hopkins, secretary-treasurer. M. B. Hopkins will be manager.

Editor American Grain Trade:—I left Westchester, Pa., and came to Westville, Ill., where my uncle W. P. Lewis, died in January. He was nearly 80 years old, and had been in the grain business in the West for over 40 years. Had an elevator at Meeks, Ill., last. Had been sick for the past seven years. Left a widow, no children, or any others on his side.—WM. J. ROBINSON, Sterling, Colo.

Editor American Grain Trade: — Enclosed please find $1 renewing my subscription to the AMERICAN ELEVATOR AND GRAIN TRADE one year. That was a very good article on our elevator as outlined in your February number. We had a record year for the present crop season.—GEO. P. BROHMAN, care of Canadian Government Elevator, Edmonton, Alta., Canada.

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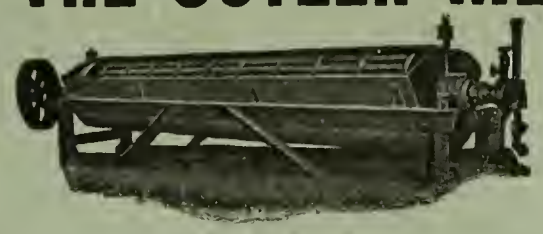

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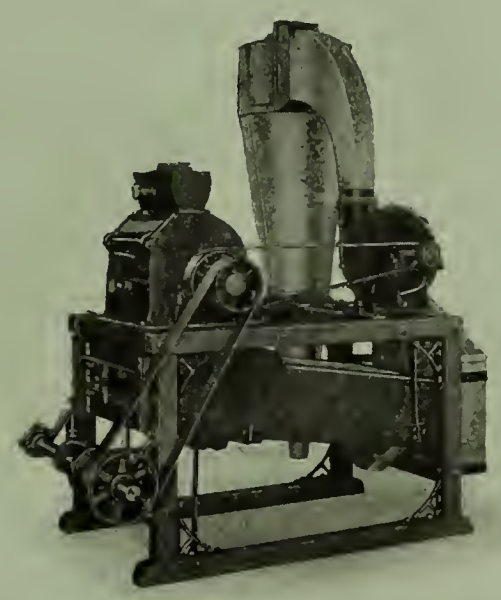

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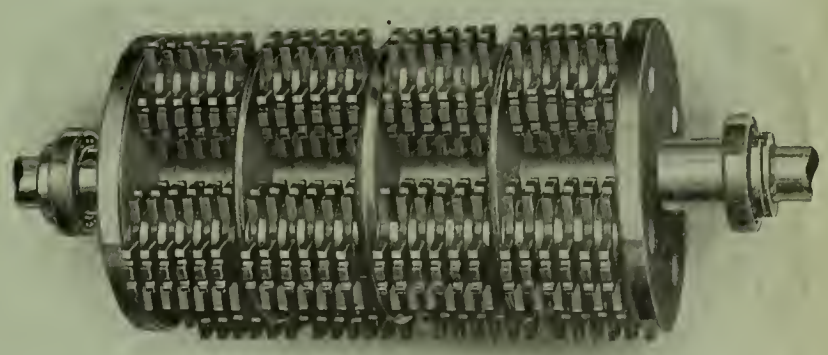

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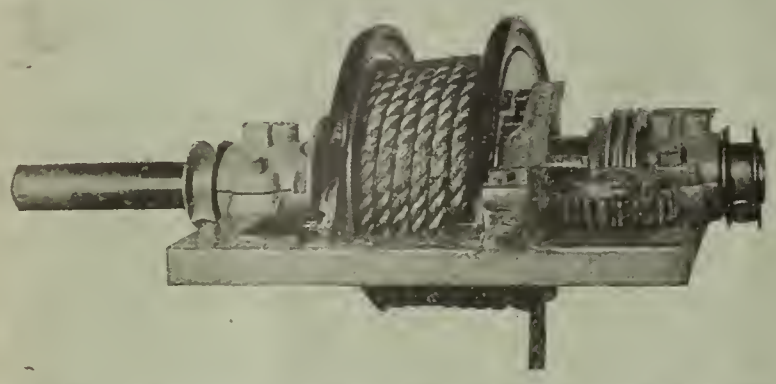

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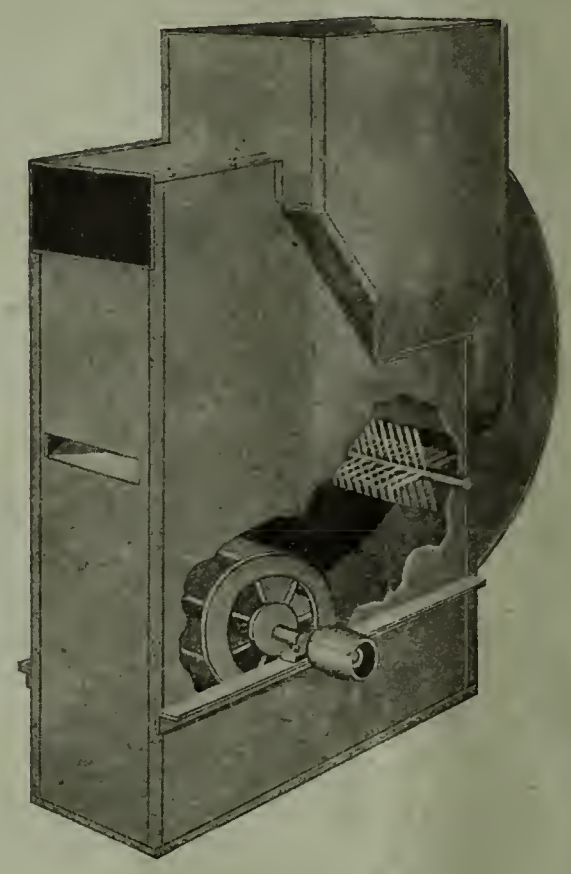

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